

SOAP

*A Monthly Magazine
for Soapmakers*

Vol. 1

MAY, 1926

No. 9

ECONOMICAL PURCHASING

STANDARDIZATION of merchandise is possible in some lines but futile in others and without buying solely on a price basis is impossible. To consider prices without regard to accompanying quality when purchasing materials for soap scenting is no more logical or profitable than to buy land according to the price per acre without regard to location.

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SOAP

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for Soapmakers*

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No. 9

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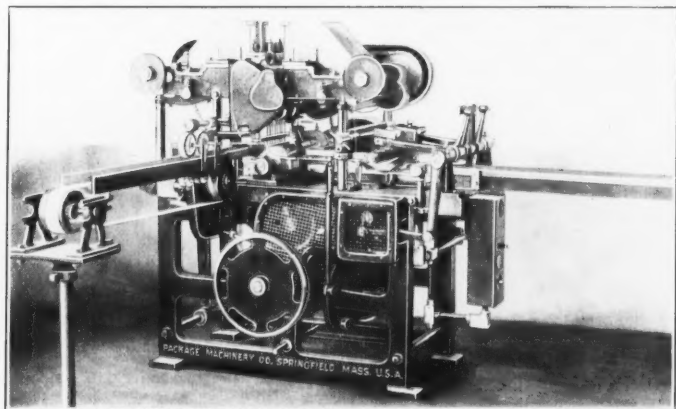
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From Now On

Some twenty years ago, one of the largest selling soap powders on the market was a product known to every man, woman and child throughout the country. Although the exact figures are not available, it is reputed that the firm did several million dollars a year in this soap, of which one or two millions were spent on advertising. It was impossible to pick up a magazine of national circulation without seeing the advertising of this company. Billboards from coast to coast told their message to train and trolley riders. Undoubtedly, every user of soap powder knew that the product existed, and many must have bought, for the business prospered.

When the father died, his business was taken over by the son who had been trained in the whys and wherefores of soap powder. For a time things ran on as usual. The younger generation, however, instead of showing radical tendencies as younger generations are prone to do, turned reactionary. Advertising, which had represented one of the biggest expenditures of the business, was cut down, and then cut out. Everybody knew this product. Why spend a million or so advertising it? Why not turn this million into the profit column? For the first year, this proved profitable, for momentum in business is like anything else. A million more profit the first year, much less the second and third years,—and the plant sold for junk for \$250,000 within five years, and a good business gone to pot. The figures may not be exact because the story has come through many hands, but the fact remains that the product is off the market today and was a big seller twenty years ago.

The fatality of not keeping everlastingly at it in advertising products of national retail distribution is quite apparently appreciated by the leaders in the soap, disinfectant, and household insecticide industries. A survey of gen-

eral periodicals, newspapers, car-cards, and women's magazines shows that this group is advertising its goods second to none, especially some of the larger soapmakers. Multi-colored pages and double page spreads are very common. Competition for the public's business has developed much strongly compelling copy of great beauty which is not inherent in the products advertised. Soap and allied advertising has improved greatly during the past five years or so. It must continue to improve. There can be no let-up, now or ever for him who would not fall by the wayside.

"No man can pursue a worthy object steadily and persistently with all the powers of his mind, soul and body, and yet make his life a failure."—Briggs.

The Greist Caustic Acid Bill

Apparently, the extremely obnoxious Greist Caustic Acid Bill has been side-tracked in Congress. The very nature of this measure, which was a duplicate of the original Pepper Bill until the Department of Agriculture undertook to rewrite it, precluded it ever receiving anything but complete active opposition from those manufacturers whose business it was planned to regulate. Even those members of Congress who had originally supported the measure, were keenly disappointed when the revised bill came back from the Department of Agriculture, and rather than support it in the new form, indicated that they would turn back to the Pepper measure.

The writing and rewriting of the Greist Bill is quite typical of the manner in which legislators will undertake to regulate an industry without knowing how the legislation will affect that industry. By throwing numerous disinfectants and insecticide products into the general class of poisons, the bill would automatic-

ally make these items subject to the various poison codes of the states. This would mean that their sale would have to be supervised by licensed pharmacists. This is, of course, ridiculous on its very face, especially when it is realized that even creosote oil used for wood preservation would be thrown into the poison class.

The case of the Greist Bill, however, brought out one very gratifying point. Evidently, by acting in unison, the disinfectant and insecticide industries have killed the measure. Although, the industries are not yet completely "out of the woods" as far as this legislation is concerned, a strong sentiment has been built up which should be very effective if the bill becomes active again. Through the activities of the Insecticide & Disinfectant Manufacturers Association, protesting voices were heard in Washington, loud enough and in sufficient numbers to make the desired impression. Once again the value of the trade association as the directing agency in leading the assault against pernicious legislation, is proved. Nobody will ever know what the Greist Bill might have cost each manufacturer if it had passed, but it is fairly safe to say that this would probably be many times the cost of association membership.

Most people think that the worst thing about a crooked deal is being found out.

Soap in the Gift Market

Although the Christmas trade of 1926 is far ahead for the jobbing and retail trades, it is very close at hand for manufacturers who would push their sales of gift specialties. In past years, considerable attention has been given to the sales of toilet goods, perfumes and similar goods. Soaps for gift sales have received but slight attention. Few toilet soap manufacturers take advantage of the aimless search for something new in the way of Christmas gifts although soaps lend themselves especially well to such exploitation. The manner in which a number of the foodstuff manufacturers and packers have pushed the Christmas gift box, shows that the soap industry can cash in to a far greater extent than they have in the past. If such prosaic products as bacon, jams and jellies, and other foodstuffs can successfully sell in gift form, why is not the gift box of soaps worthy of greater sales effort?

One of the large packers sells a Christmas gift chest containing a packet of each of the products of the company. The goods are attractively packaged individually and all are packed in a handsome metal lithographed chest.

The same idea applied to the soap trade has sales possibilities, as well as a distinct advertising angle. A package of each product, toilet soaps, washing powders and soaps, liquid soaps, shampoos, dentifrices, and what not, could be included. If attractively packaged, and this seems to be the strongest purchasing appeal, a three, four, or five dollar retail price should make for a ready sale. Gifts of this character have the appeal of usefulness and good value. It is safe to say that numerical suitability as gifts runs into the millions.

Looking ahead along another line, there is a field which has been exploited but little by soapers. That is in the juvenile trade. Some fancy toy and novelty soaps for children are on the market, but this idea is capable of considerable expansion through the Christmas gift package. Soap dolls, flowers, and other objects, attractively wrapped and boxed, one, three or six to a box, should go well. Toy departments and juvenile stores are constantly looking for novelties. New bath toys in the form of soap should furnish the needed novelty.

In the gift trade, there lies the opportunity of sales outside of the usual routine channels, and the opportunity where price competition does not cut the heart out of prices. If the soap industry is going to do more business, it will not do it by plowing the same furrow year after year. Greater exploitation of the Christmas gift trade is a new furrow.

In the long run, wide and sharp fluctuations in market prices for any commodity injure the producer most. Where, through manipulation, or reduced production, he may force the price unduly high during one period, increased competition and reduced consumption usually follow. Frequently, a large overproduction and sharp price declines follow with severe losses to all producers. The case of Bourbon geranium shows what a marked increase in production can do to the price. The next movement seems destined to be almost as sharp in the other direction. Sicily should note the happenings of the past two years in geranium.

When a leading manufacturer of dentifrices, disinfectants, and toilet preparations offers \$10,000 for the best essay on the establishment of price maintenance, they are doing a two-fold good. First, they are acquainting the public with the real facts behind "bargain sales," in short, how the public is mulcted by cut-price fakery; and second, they are starting a job in the world of business publicity which should be carried further by other manufacturers.

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Colloidal Clays as Soap Fillers

The Effect of Bentonite on Detergent Values, Lathering Properties, and Cost in Soap Manufacture

by ROBERT D. ESHBAUGH



THE modern chemist has shown that the processes involved in cleansing are essentially processes of colloidal chemistry. Ostwald concluded that the process of washing, colloidal chemical processes of all kinds take place, but that absorption phenomena in particular play a great part. Michaelis found that absorption is the greatest for these substances which produce the greatest lowering of the surface tension of a liquid when in solution in that liquid. These discoveries add considerable interest and significance to the claims by many investigators that colloidal clay and particularly bentonite, has a real future as a soap filler, or more properly expressed, soap substitute.

The properties of a colloidal clay which at once suggest its suitability as a soap filler are: 1. Detergent value, 2. Absorbing properties, 3. Lather increasing properties, 4. Colloidal nature, 5. Non-caustic, 6. Water softening properties, 7. Emulsifying properties. Other advantages claimed for colloidal clay in soap manufacture are (1) causes soap to dissolve quicker, (2) clay soap is ready for use sooner than ordinary soap, dries quickly, yet does not become too dry by long keeping, (3) is less likely to contain in free fatty acids or free alkali, (4) reacting materials can be more easily adjusted and any slight excess of alkali is counteracted by the absorbent power of the colloidal clay, (5) improves on ageing, whereas soap alone generally deteriorates after eighteen months or so. A number of processes have been developed for preparing colloidal clay from natural clays. These processes all involve the use of a peptizing or deflocculating agent to suspend the finer particles. The suspended clay is separated by cataphoresis or other treatment. Considerable equipment and expense are involved in these processes.

Properties of Bentonite

BENTONITE, a colloidal clay, (known also as, montmorillonite, leverrierite, otay-lite, ardmorite, Denver mud, collotone, etc.), is found in the United States in large deposits in Wyoming, California, South Dakota and in

many other States. As a soap filler, this natural colloidal clays prepared by deflocculation process from china clay, kaolin, etc., and has the advantage of being cheaper because of its wide distribution, and its requiring no special chemical treatment. In many places, it is found covered by only a few inches of weathered material, so that very little stripping is required and the product requires only drying and grinding to prepare a material suitable for industrial use.

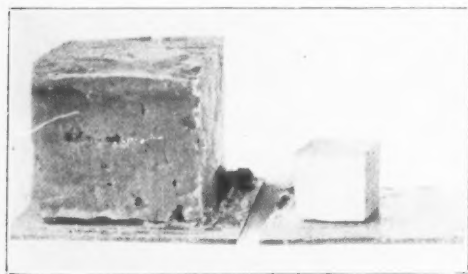
The physical properties of bentonites vary greatly, the color varying from white to brown and there is a great variation in their ability to stay in suspension, some having the property of staying in suspension indefinitely, while others settle almost immediately. There is considerable sand and silt found in some deposits, while others are relatively free. All grades, however, have the property of giving a velvety or soapy feel when wet and have the ability to absorb and hold large, but varying amounts of water.

Water Absorption Characteristics

THIS ability to absorb and hold water is one of the remarkable properties of bentonite, some bentonites absorbing as much as 4.95 times the weight of water and increasing to over 13 times their dry bulk, without losing their solid form. The accompanying photograph well illustrates the swelling properties of bentonite. The small cube was cut from a piece of dry bentonite; the large cube represents the same after taking up all the water it will of the large cube is 13.8 times that of the would hold and still retain its form. The small cube. This ability to absorb and hold water and still retain its form is one of considerable interest to soap makers.

Another property of bentonite which should increase its value as a soap filler, is that of easy replacement of its alkaline earth content. This property has been utilized by at least one manufacturer as a water softener. If hard water containing calcium sulphate be passed through a mass of bentonite containing sodium,

the calcium sulphate is changed to sodium sulphate which is soluble, and the sodium in the bentonite is relaxed by calcium.



A cube of bentonite just as it was taken from the ground and after absorbing its maximum of water. The original cube swelled 13.8 times its original size and still retained its cubical shape.

Soap is known to lower the surface tension of water against air, is greatly absorbed by other bodies, and has great emulsifying action. There are many substances which, like soap, in solution lower the surface tension and produce lather, but do not possess the emulsifying action of soap. Colloidal clay like soap, possesses the property of absorbing other bodies and, because of its colloidal nature, it closely resembles soap in its physical behavior. Chemically, soap and clay are unrelated; physically however, the colloidal solutions of these materials resemble each other closely, for example, their surface tensions are lower than that of water, their viscosities are greater, they both possess emulsifying power, both have the power of absorbing dirt, grease, etc., and both have detergent properties.

Lowering of Surface Tension

THE following experiments were made by F. E. Weston³ with a view to comparing the lowering of the surface tension by various substances with that produced by a prepared colloidal clay. The following results were obtained by the capillary method.

Liquid	Surface Tension		
	At 21° C.	At 45° C.	At 95° C.
	Gm. cms.	Gm. cms.	Gm. cms.
1. Water	0.07205	0.06874	0.06006
2. 0.125 gm. sodium carbonate plus 125 c.c. water	0.07127	0.06825	0.06096
3. 1 gm. sodium carbonate plus 100 c.c. water	0.05765	—	—
4. 0.5 gm. aluminum sulphate plus 250 c.c. water	0.06924	—	—
5. Saturated solution of lime water	0.06507	—	—
6. 7.45 gm. colloidal clay, 0.125 gm. sodium carbonate, 250 c.c. water	0.07013	0.06791	0.06013
7. 50 gm. colloidal clay, 0.5 gm. sodium carbonate, 50 gm. water	0.03179	—	—
	Surface Tension		

It is thus seen that colloidal clay has a marked action on the lowering of the surface tension of water.

Weston demonstrates further than when colloidal clay is incorporated with soap, that it tends to lower the surface tension to a greater extent than soap itself. He carried out the following experiments with a high class toilet soap, (A), and a soap made up of 80% A plus 20% colloidal clay (B).

Liquid	At 20° C.		At 45° C.	
	Gm. cms.		Gm. cms.	
1. 0.5 gms. sample A, made up to 100 c.c. of solution with water	0.02422	0.02215		
2. 0.5 gm. sample B, made up to 100 c.c. of solution with water	0.02200	0.02062		

It will be noted that the soap containing colloidal clay lowers the surface tension 9.1% and 6.9% more than the pure soap at 20° C. and 45° C. respectively.

Effect on Lathering Properties

THE lathering properties of a soap increase with the lowering of the surface tension and it is, therefore, interesting to note the effect on the formation of lather by colloidal clay when added to soap. It is also well known that the lathering and detergent properties of a soap are increased by the addition of moderate amounts of alkalis, and with these established facts in mind, Weston carried out the following experiments.

A solution was prepared containing 0.125 gr. of sodium oleate in 100 c. c. of solution in water. 10 c.c. of this solution was mixed in a 50 c. c. graduated stoppered cylinder with 10 c.c. normal soda solution. The mixture was then shaken backward and forward 20 times in 10 sec. and allowed to stand, when the volume of lather (a) and the volume of solution (b) were read. A similar solution was made in another graduated cylinder, but with the addition of 0.01 gr. of colloidal clay and the operations were repeated.

	10 c.c. sodium oleate plus 10 c.c. normal soda		10 c.c. sodium oleate plus 10 c.c. normal soda plus 0.01 gm. colloidal clay	
	(a)	(b)	(a)	(b)
1	16.0 c.c.	18.0 c.c.	19.8 c.c.	15.2 c.c.
2	16.0 c.c.	17.0 c.c.	20.7 c.c.	14.8 c.c.
3	16.3 c.c.	17.2 c.c.	21.6 c.c.	14.9 c.c.
4	17.0 c.c.	17.0 c.c.	21.6 c.c.	14.9 c.c.

These results, one of many series, show that the lather obtained by adding colloidal clay to the soap is much greater than that obtained by soap itself; moreover, in all cases the lather is of a firmer nature and is more persistent. It should be noted that a larger quantity of water is converted into lather by the colloidal clay soap than by the pure soap. Experiments show that the amount of colloidal clay soap required

to convert a given quantity of soap completely into lather is about 60% of that required when using soap only. A number of processes have been evolved using various colloidal clays in the preparation of cleansing compounds.

Less Soap in Detergent Agents

MOSELY¹ claims the preparation of a stable emulsion suitable for wide employment in the arts (such as, scouring and detergent agents for fibres and for laundry purposes and as a dispersing agent in dyeing, tanning, etc.) composed of dispersions of hydrocarbons or chlorinated hydrocarbons in water systems. They can be obtained with a minimum of saponaceous materials by the use of a silicate, (e.g., bentonite, ehrenbergite, etc.) with or without the addition of a peptizing agent, e.g., sodium carbonate, borax, alcohols, phenols, etc. An example of a typical preparation is:

- 7.5 parts ricinoleic acid.
- 2.5 parts sulpho-ricinoleic acid.
- 36.0 parts trichlorethylene.
- 8.0 parts anhydrous soap.
- 44.0 parts of a colloidal suspension of any silicate (bentonite, etc.).
- 2.0 parts 70° TW. caustic soda.

An English patent² has been granted for the preparation of powders and pastes for cleansing and polishing metals, etc., using (a) fibrous material, such as ground asbestos, sawdust, etc. (b) finely ground silicious colloidal clay (c) carborundum, corundum, etc. with or without the use of an organic acid. Feldenheimer and Plowman³ suspend clay in a fluid containing a deflocculating agent in proportion to bring the clay into a suspended state and then incorporate it with a fluid soap. Kuhl⁴ obtained good results and high detergent value in soap by adding colloidal silica. He also prepared a good soap powder by adding ammonium chloride and colloidal clay to a soap stock.

Acheson⁵ uses clay in the preparation of soap, by deflocculation to render a portion colloidal, and he then mixes with soap stock after deflocculating. Improvement in lathering and detergent properties are claimed. M. L. and J. F. Mosely⁶ incorporate bentonite with the salts of fatty acids to manufacture soaps, polishes and dressings. Thompson⁷ prepares a soap which forms a foam or lather without rubbing and is particularly adapted for cleansing wounds, by combining soap with alcohol, hydrogen peroxide or liquor creosolis and a clay filler.

Kellogg⁸ prepares a toilet preparation comprised of a mixture of from 10/20% of bentonite or other hydrous aluminum silicate; 2/12% of mild soap; and 75/85% of water.

The compound is prepared by mixing 21% bentonite and 79% water and 23% soap flakes and 77% water in separate mixtures and after thoroughly stirring are allowed to stand for 24 hours and then mixed in the proportion of approximately 81% of the bentonite paste and 19% of the soap paste. A small quantity of perfume and tragacanth jelly may be added.

Recognized by Bureau of Mines.

THE properties and possibilities of bentonite have been fully recognized by the Bureau of Mines of both the United States and Canada and have been advocated as a soap filler by both. The United States Bureau of Mines⁹ report as follows: "In the manufacture of soap, it has been proved that some bentonites can actually replace 25/50% of the soap substance, producing a soap equal or superior to the ordinary soap. It should be noted that bentonite is not used in soap as an adulterant or scouring agent, but actually replaces part of the soap substance and increases lathering and detergent properties." The Canadian Bureau of Mines¹⁰ reports: "Bentonite has long gone by the name of soap clay in the North West and early reports of the Geological survey of Canada show that it was commonly used at the Hudson Bay Posts for washing blankets and woollens. Bentonite, therefore, is to be regarded not merely as of use as an inert filler or leader in cake soaps, but as an active ingredient performing active detergent service."

A number of detergent products using bentonite are already on the American and English markets. The use of bentonite is not limited to any particular soaps, but has been successfully introduced into liquid, cake and soft soaps, for laundry, textile, toilet and general uses. Its unusual properties seem to qualify it for wide ultimate use in detergent compositions, as the soap manufacturer can lower his cost of manufacture without lowering, but perhaps increasing, the quality of his product.

(¹) London Times Trade Suppl. 101,457 (1922)

(²) Can. Dept. Mines, Mines Branch, No. 626 (1924)

(³) F. T. Weston, Chemical Age London, Jan. 17, 1920, p. 58.

(⁴) Mosely, British Patent No. 203720 (1920)

(⁵) Clyde, British Patent No. 197,012 (1922)

(⁶) Can. Patent 222,161 (1922)

(⁷) Kuhl, Seifensieder Ztg. 51,937 (1924)

(⁸) E. G. Acheson, U. S. 1,419,952 (1922)

(⁹) British Patent 25,355 (1919)

(¹⁰) British Patent 106,197 (1917)

(¹¹) British Patent 236,069 (1924)

(¹²) Ladoo, U. S. Bureau of Mines, Report of Investigation, No. 2289

(¹³) H. S. Spence, Mines Branch, Can. Dept. Mines 1924.

A. C. Drury & Co., Chicago, have taken over the essential oil business of M. L. Barrett & Co.

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Sidelights of the Toilet Goods Convention

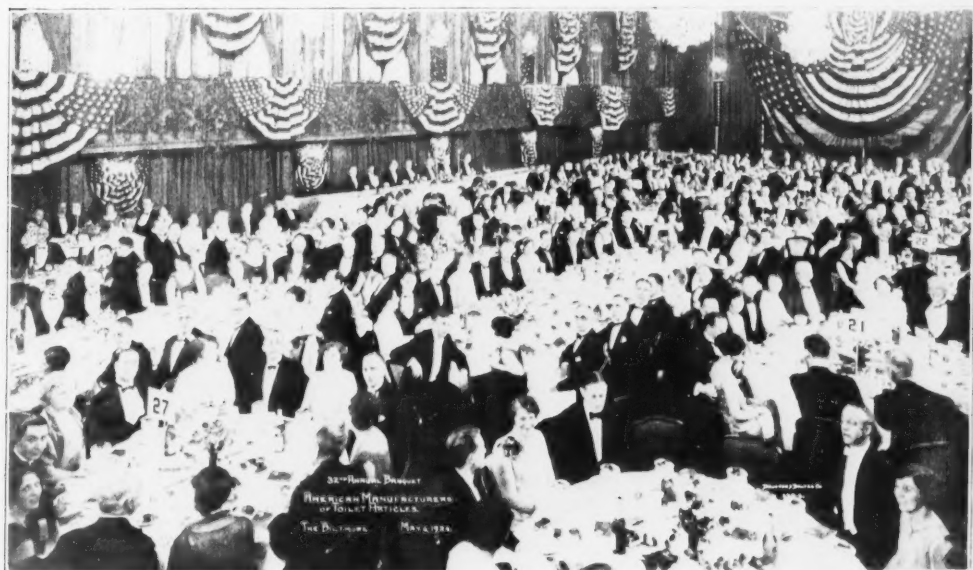
American Manufacturers of Toilet Articles Hold Thirty-Second Annual Meeting in New York

THE thirty-second annual meeting of the American Manufacturers of Toilet Articles was held at the Biltmore Hotel, New York, on May 4, 5, and 6. Northam Warren, president, presided at all sessions. Business sessions on Tuesday, Wednesday and Thursday were followed by the annual banquet in the Cascade Room of the Biltmore on Thursday evening. The convention was well attended and was much like its predecessors of former years.

During the election of officers for 1926-27, it was with some difficulty that tellers were secured as apparently most of those attending were just about to leave to dress for the banquet. However, after two of the industry's most prominent gentlemen had volunteered as tellers, the following were elected: C. M. Baker, Pond's Extract Co., president; J. H. Handy, the Larkin Co., first vice-president; V. C. Daggett, Daggett & Ramsdell, second vice-president; H. Henry Bertram, A. P. Babcock Co., secretary-treasurer.

Most of the resolutions at the meeting had to do with alcohol and prohibition enforcement. A resolution in favor of price maintenance legislation was adopted. Resolutions covered a reorganization of the Prohibition Service, placing the employees of the Prohibition Department under civil service, and opposition to any tax on denatured alcohol. The figures given for alcohol diversion by the "drys" were reported to be greatly exaggerated and were thus indicated by resolution. Another resolution approved the administration of General Andrews in the Prohibition units of the Treasury Department. Another extended thanks to L. S. Levy for his work for the convention committee.

Gilbert Colgate, dean of past presidents of the Association, sat at the speakers' table at the banquet. He and John A. Handy of the Larkin Co. were the only representatives of the soap industry at the head table.



Thirty-second Annual Banquet of the American Manufacturers of Toilet Articles, Hotel Biltmore, New York, May 6.

C. M. Baker of the Pond's Extract Co., New York, was unanimously elected president for 1926-27, succeeding Northam Warren. Mr. Baker has previously held the office of vice-president and for several years was secretary of the Association. He has been one of the leading figures in the American toilet goods business for a number of years.

Over three hundred people attended the annual banquet. For the first time in a number of years, there were no formal speeches. Northam Warren, retiring president, made a short address consuming less than five minutes. He introduced Mr. Baker, the president-elect, and the new president lived up to his reputation by talking exactly three minutes and twelve seconds.

The convention was the thirty-second of the toilet goods manufacturers, marking the Association as one of the oldest and most firmly established in any American industry.

The seating list for the banquet read almost like a directory of the toilet goods raw material and supply industries. From bottles to zinc stearate and back again.

With no outstanding legislation threatening the toilet goods industry this year to the extent of some former years, and without any problem to cause internal strife, the convention sessions lacked the fire and tenseness of 1924 and 1925.

Mayor Walker, of New York City, sent the perfumers a letter of greeting to the city, assuring them that New York was always gratified to be chosen as a convention site. The Mayor regretted that the press of official business made it impossible for him to attend the meeting and greet the conventioners personally.

Frank K. Woodworth, formerly active in the New York essential oil trade, and now associated with the Menton Perfumery Corp., New York, was in evidence the last day of the convention.

Judging from the number of perfumery raw material men attending the convention, it seems that someone missed a bet by not staying away and taking orders while competitors were among the missing.

The manner in which the after luncheon meetings were speedily started was particularly impressive. Luncheons are usually late in starting and generally hold up later meetings, but these luncheons were served quickly and were cleaned up quicker, in order that the afternoon sessions could be held as scheduled.

Attendance at the daily luncheons was unusually good, the large convention room being almost completely filled with crowded tables every noon.

Larkin Co. was represented at the convention by John A. Handy, who was elected vice president of the association.

Many foreign celebrities of the essential oil and allied industries attended the convention.

Andrew Jergens who usually attends the annual meeting of the perfumers, was not present this year.

Dr. Doran of the Prohibition Unit who addressed the meeting stressed the friendly attitude of General Andrews towards legitimate alcohol consuming industry. He emphasized the need for the toilet goods manufacturers keeping the Government supplied with accurate figures regarding the volume of business done, as he said he did not believe the size of the industry was appreciated.

C. R. Seydlitz, formerly with the United Laboratories, Inc., New York, has become associated with Compagnie Parento, Croton-on-the-Hudson, N. Y., manufacturers and importers of aromatic chemicals. Mr. Seydlitz, who has been closely identified with the perfuming materials trade for many years, will make his headquarters at the Company's New York office, 507 Fifth Ave.

Fred Firmenick, a partner in M. Naef & Co., Geneva, arrived in this country April 21. He will make his headquarters at the offices of the company's American representatives, Ungerer & Co., until May 15, when he expects to return to Switzerland.

L. Rapin, Etablissements Antoine Chris, Grasse and Paris, France, will be in this country until June 5, when he expects to sail for Europe. Mr. Rapin plans to return to the United States early in September.

Jasmine Production in France

About half of the available land in the vicinity of Grasse is given to the culture of jasmine. It is not a difficult plant to grow. Given a good light soil, some irrigation and a sunny exposure, it flourishes abundantly. The plants are obtained from cuttings of wild jasmine on which the cultivated variety is grafted from the following year. It requires two years for the plant to develop and reach a full growth of 50 centimeters. The third year it blossoms freely and has a life of 20 to 30 years if weather conditions are favorable. The average temperature of Grasse, which rarely rises above 70° to 75° Fahrenheit, is ideal for its cultivation. The plant commences to bloom about July and continues to blossom until the end of September or later if the weather is favorable.

Cutting of wild jasmine costs 150 francs per 1,000. It takes 100,000 cuttings to plant one hectare of land (2.5 acres), and once the plant commences to bloom it gives a yield of 3,000 to 4,000 kilos of flowers per hectare in a season, under favorable climatic conditions. Continuous rains or mistral winds reduce the crop almost 50 per cent.

The jasmine flowers are picked in the early morning, soon after daybreak, as they give the strongest perfume at this hour. The flowers are gathered one by one from the bushes, without stem or leaves, and care must be taken not to crush the petals or damage the plants. They are usually delivered to the factory within an hour after being picked.

The following table shows the declared exports of jasmine from Nice, France to the United States during the year 1925 as compared with 1924:

	1924		1925	
	Pounds	Value	Pounds	Value
Jasmine concrete	3,711	\$331,200	1,778	\$282,926
Jasmine "absolute"	—	—	1	195
Jasmine "absolute"	—	—	57	27,708
Jasmine liquid	8,911	17,512	8,859	14,617
TOTAL	12,622	\$348,712	10,695	\$325,446

(Consul Otis A. Glazebrook, Nice).

Proposed increased vegetable oil freight rates were considered at a meeting of the Eastern Trunk Line committee, held at New York April 13. John B. Gordon attended the meeting and entered a protest for the vegetable oil consuming industries.

French exports of soaps and perfumes during 1925 amounted to 73,821 metric tons as against 66,897 tons in 1924. Imports during 1925 were 2,070 metric tons and in 1924, 894 tons.

The English View of Glycerin

From the view of English sellers, the position of glycerin is quite satisfactory, according to editorial comment in *The Chemical Trade Journal* of London, which stated recently in discussing "The Glycerin Position": "Although a certain decline has taken place from the high level of prices realised for crude and distilled glycerine at the beginning of the year, the present market position is still far from unsatisfactory from the viewpoint of the sellers. It may be remembered that when in our first issue of this year, we last discussed the glycerine position in these columns, prices had been steadily advancing from a level which had been practically stationary for over three years, and that the soap-lye crude glycerine was then realising £64. per ton, saponification crude £71. per ton, and dynamite quality glycerine over £88. per ton. During February, however, a period of comparative quietness was experienced, and prices for all grades of glycerine dropped, soap-lye crude, for example, being then obtainable at £58. per ton. Within the past few weeks, however, demand has again developed and prices show a recovery of £1. to £2. per ton from the lowest point reached. Today's values may be given as £60. per ton for the soap-lye crude, £70. per ton for the saponification grade, and £86. per ton for the dynamite quality, all these quotations being for bulk quantities, naked. It says much for the statistical soundness of the position as it affects U.K. producers that this recovery in prices to a point almost equal to the January peak has been possible at a time when the seasonal American demand for distilled glycerine for anti-freeze solutions for use in motor radiators is falling off. In the United Kingdom, both the soap and the candle industries have been operating at what we may take as normal post-war scale, but accumulation of stocks of both crude and refined glycerine has been avoided by prior sales. On the Continent, glycerine production remains well under normal, inquiries for the British material continue active, and there seems every likelihood of prices advancing still further."

Wilson Brokerage, Inc., brokers in tallow, greases and oils, have taken new offices in the Produce Exchange building, New York. Officers of the company are John F. Kenny, president; Louis P. Spiegel, vice-president; and Margaret D. Kenny, secretary-treasurer. The business which was bought outright from R. R. Wilson early this year, is managed by Miss Kenny, who, with Mr. Spiegel, was formerly associated with Mr. Wilson.

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The combined annual production of all the distillers in Algeria now amounts to from 40,000 to 60,000 kilos.

The consumption of the Oil has increased considerably within the last six months on account of the price having declined to a level that has not been reached in many years.

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The Outlook in Geranium and Bergamot

*Also in Citronella and Spanish Oils As Seen
by Ungerer & Company in Their Market Review*



IDE Expansion in the use of Bourbon geranium, inflation through speculation in bergamot, higher prices in Spanish oils, and a market movement in citronella parallel with geranium are seen by Ungerer & Co. in the last issue of *Ungerer's Bulletin*. In a broad review of the market situation in various essential oils and aromatic chemicals, they say: "Both Bourbon and African geranium oil have been very weak during recent months, the latter chiefly because of the low price of the former. The decline in price of the Bourbon geranium to a level below \$3.00 a pound was logical and directly traceable to over-production both last year and this. The 1924-5 crop amounted to about 160,000 kilos, nearly double the normal amount, while the 1925-6 crop, which was estimated in advance at 100,000 kilos, actually yielded 125,000 and possibly more. The final sharp dip in the market was due solely to the unexpectedly large yield of this year's crop.

As the situation now stands, there is a tendency on the part of many usually well-informed persons to expect lower prices on the basis of the excess of unconsumed oil overhanging the market. This may and doubtless will prevent prices from advancing much for some months but in the opinion of the writer the bottom of the market has been seen.

Looking at it from the standpoint of consumption, it must not be forgotten that a tremendous expansion in the use of Bourbon geranium has been encouraged by the ridiculously low prices. Primarily used in soap perfumes, Bourbon geranium Oil becomes extremely attractive at these levels and soapmakers who reluctantly cut down its use at \$6.00 and \$7.00 a pound welcome the opportunity to resume it again and to substitute it in part for other oils which have advanced.

From the other point of view, production, the 1924-5 crop showed little if any profit to the growers in Reunion while the 1925-6 one has been selling well below the cost of production. Growers are discouraged with geranium and the next crop is likely to be below rather than above normal. This, in conjunction with the increased consumption which

is eating up surplus stocks, will sooner or later cause an equally abrupt price swing in the upward direction.

African Geranium Very Cheap

African geranium Oil is selling at absurdly low prices mainly because the reduced quotations on Bourbon have forced it to the lowest levels of recent years. Another factor at the moment, however, is the apparent certainty that the May-June crop in Algeria will result in a production ten to fifteen thousand kilos larger than last year's. Coming at a time when the market is saturated with geranium this is little less than a tragedy to the Algerian producers who suffer from a combination of low prices, high costs for labor and a depreciating currency. The consumer benefits as the producer loses but the next turn of the wheel will bring a period of restricted production, expanded demand and soaring prices. One factor which always influences the price of the African oil is that so little of it that goes to the consumer is genuine. Too much of the oil sold as African or Algerian is largely adulterated with Bourbon which, of course, tends to depress the price of the genuine African oil.

Bergamot Advance Unjustified

Following a discussion of the recent sharp advance in lemon oil prices, they state: "Bergamot oil has been advanced just as sharply and with far less justification. In fact, the move seems to have been purely speculative in its inception and execution. The eventual success of it is doubtful. No one supposes that a shortage of bergamot oil exists. Carry-over was large and the 1925-6 crop little, if any, below normal. Consumption has been seriously restricted by the high prices and it seems probable that the amount of oil held by the Italian speculators who have sponsored the speculation is in excess of 500,000 pounds, or a full year's supply.

Practically speaking, a corner exists on the oil with the holders willing to part with only limited amounts of oil at constantly rising prices. Quotations now are well above \$6.00,

with \$7.00 an immediate possibility, while the quality of much of the bergamot oil coming out of Italy is little short of abominable.

As a manoeuver for raising prices the speculation has been successful, but there is an old proverb about the difficulty of making a horse drink when he doesn't want to. In this case there will be no profit to the speculators until the oil is sold and it cannot be sold at the prices asked. Probably the next move will be a drop in the price to a point where some real buying will come into the market.

Citronella Follows Geranium Down

The market in both varieties of citronella oil seems to have been governed by that of geranium. Production of Java citronella has not been abnormal, but the price has declined steadily for months until it is less than half that of last summer. This would seem to have been due to a lessened demand for geraniol which is made from the Java oil and this in turn was due to the low price of geranium which made geraniol far less attractive to soap-makers and perfumers. Ceylon citronella oil naturally declined in sympathy with the Java and in about the same proportion. This explanation of the action of citronella prices is at least partially confirmed by the fact that prices turned firm within a few days after the Reunion market on geranium started a recovery after its long decline.

Only a limited amount of sandalwood, less than 200 tons, was available at the Madras auctions last Fall and it was sold at a price equivalent to a little over \$6.00 a pound for the oil in the wood. Since distillation costs amount to over a dollar a pound at the lowest estimate, sandalwood oil could not be produced from the wood at less than \$7.00 a pound cost. German interests took most of the wood. Mysore Government sandalwood oil has not been advanced as a result of the auction and is still sold to consumers here at \$7.00 a pound in quantity or rather less than the cost of distilling oil from the outside wood sold at the Madras auctions.

Spanish Oils Look Stronger

Little activity has been shown in the Spanish oils during the Winter season and prices of aspic and rosemary have held steadily with the customary wide range of quotations between the different grades. For example, good quality aspic has been commanding a price of \$1.15 a pound while commercial qualities have sold at 90 cents or below. Regardless of the prospects for the 1926 crop, some strengthening of quotations is likely to be forced by the present rising trend of Spanish exchange.

Pesetas have been moving steadily upwards on reports that the trouble in the Riff is to be settled soon.

One of the interesting features of the last few months was the sudden and unexpected cut in the price of oil cedarwood by the chief producer. A vertical reduction in price more than cut quotations in half and brought the oil to the lowest levels of recent years. It seems to be the general opinion that this drastic action was intended either to force out some of the higher cost producers or kill off threatened competition. In either case it is doubtful if the present level will be maintained permanently."

Houbigant Cannot Fix Prices

The Federal Trade Commission has ordered Houbigant, Inc., New York perfumers, to discontinue attempts to fix retail selling prices for its products. The Commission found that the company had prevailed on retailers to sell at certain prices and had induced them to agree to report concerns selling below those prices, the company then refusing to sell to the price-cutters unless they would agree to maintain standard prices in the future. The Commission found that these acts constituted unfair competition.

Employees Honor Dr. Herbert H. Dow

The employees of the Dow Chemical Co., Midland, Mich., honored Dr. Herbert H. Dow, at a dinner dance, held at the Wenonah Hotel, Bay City, Mich., May 5. The party was made a combined birthday and homecoming celebration, Dr. Dow having returned on the Homeric, April 28, from a three months pleasure trip abroad, and having passed his sixtieth birthday while on the water. All of the officials of the company, together with hundreds of its employees attended the affair. Dr. Dow was presented with a bronze floor vase to mark the occasion.

Oil Chemists Hold Convention

American Oil Chemists' Society held their annual convention at the Hotel Roosevelt, New Orleans, May 10 and 11. The meeting preceded the convention of the Interstate Cottonseed Crushers' Association, with which the former organization is identified. Papers were read by H. J. Morrison, Procter & Gamble Mfg. Co.; Dr. David Wesson, Southern Cotton Oil Co.; Dr. Francis Turner, T. Shriver & Co., and others.

American Soap Exports for February, 1926

Exports of soaps from the United States during February, 1926, according to the Bureau of Foreign & Domestic Commerce, were as follows:

	Toilet or fancy soap		Laundry soap		Other soap	
	Pounds	Dollars	Pounds	Dollars	Pounds	Dollars
Austria	610	630	—	—	—	—
Belgium	—	—	18,425	1,100	2,700	255
Denmark & Faroe Islands	4,423	2,719	—	—	1,500	95
France	5,391	1,505	—	—	12,489	2,094
Germany	1,142	857	—	—	32	3
Italy	1,408	1,230	—	—	846	775
Netherlands	2,387	1,737	—	—	—	—
Norway	122	45	3,750	275	—	—
Rumania	1,316	1,060	—	—	—	—
Soviet Russia in Europe	—	—	13,000	941	—	—
Spain	—	—	—	—	1,086	166
Sweden	5,549	4,021	—	—	11,498	936
United Kingdom	51,246	29,699	531,922	36,521	630,087	37,282
Canada	135,996	19,288	464,072	32,594	171,311	11,945
British Honduras	672	310	37,757	3,377	3,317	585
Costa Rica	923	370	—	—	3,585	996
Guatemala	355	202	700	56	350	77
Honduras	1,946	1,044	40,505	3,390	425	111
Nicaragua	3,739	1,430	20,422	1,844	—	—
Panama	39,567	8,510	242,230	15,488	19,048	2,172
Salvador	1,180	418	—	—	96	11
Mexico	41,540	7,625	725,026	55,501	42,681	5,741
Newfldld. & Labrador	2,652	557	19,589	1,463	—	—
Bermuda	1,899	332	33,414	2,361	2,796	216
Barbados	59	47	—	—	—	—
Jamaica	4,030	1,495	93,230	5,757	4,551	682
Trinidad & Tobago	1,319	320	25,000	1,437	761	118
Other British W. Indies	1,185	346	22,349	1,635	241	27
Cuba	79,863	15,670	411,013	32,195	498,961	40,957
Dominican Republic	19,384	3,019	180,945	14,234	1,447	120
Dutch West Indies	1,314	591	792	26	—	—
Haitian Republic	4,985	1,261	770,505	50,173	437	100
Virgin Is. of U. S.	1,272	123	14,081	949	2,925	167
Argentina	33,103	11,256	4,595	702	107,699	10,553
Bolovia	1,227	1,003	—	—	—	—
Brazil	1,064	684	2,650	242	28,916	3,137
Chile	—	—	1,993	174	13,818	1,349
Colombia	18,415	7,590	27,831	2,782	2,041	330
Ecuador	2,703	942	4,025	447	2,260	221
British Guiana	212	116	—	—	679	72
Dutch Guiana	52	31	6,331	507	8,313	658
Paraguay	—	—	—	—	942	100
Peru	3,450	1,333	25,861	2,560	18,674	2,201
Uruguay	12,608	1,576	11,163	1,057	27,085	3,180
Venezuela	6,724	2,655	748	65	2,302	280
Aden	157	156	—	—	44	30
British India	85,460	29,016	—	—	1,570	745
British Malaya	1,544	1,099	—	—	142	61

(Continued on Page 26)



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Chemical Control at the Soap Kettle

The Value of Periodic Analysis and Control As Exemplified in the Case of Blue Mottled Soap

by E. SCHOTTE



HE fact that many soapmakers are never certain of the uniformity of their finished products, even in the case of materials which they have been manufacturing for years, is evidence that advantage is not taken of the benefits of close chemical control. Rule of thumb may work out very well in some instances, but it is never certain, while strict chemical control is definitely accurate. If there is a shortage or overage of any ingredient, analysis makes this known before the damage is done. The manufacture of blue mottled soaps is a good case in point of chemical methods at the soap kettle.

Mottled Soaps a "Secret"

In the handbooks on soapmaking, formulas can be found for blue mottled soaps, but anybody trying to make the soap according to the given prescription will absolutely fail. The making of this soap is one of the "secrets" of many a soapmaker. "The finishing of a soap of this type can only be gained by practice," says the "Soapmaking Manual." Manufacturing of the old style mottled soap requires working with comparatively small batches. With kettles of immense capacity as are now common in the United States, the satisfactory incorporation of inert salts to produce a mottle would overtax the ingenuity of the most skillful soapboiler," can be found in "Modern Soaps, Candles and Glycerin."

All other soap books talk about the same difficulties and only in a recently published German soapbook* not only is the stress put on the experience, but a better way is pointed out. The use of chemical analysis, while boiling the soap is advocated. Especially with mottled soaps, the analysis is of inestimable value. It enables the soapmaker to determine the moisture content, a very important factor, which cannot always be easily and exactly found otherwise, the author says.

Chemical control in the soap factory is too much neglected. The soapmaker goes only by *Haus und Industrie Seifen—W. Grundmann, his experience and likes to keep the chemist away from the kettle. "I do not need a chemist" is the saying of many a soapmaker. When something happens he may know exactly why the soap went wrong, but another time, the same trouble will occur again.

On the other hand, the chemist, who does not care what happens in the soap kettle and because he is not the soapmaker, does not try to find out the cause of failure, is just as much to blame. In many factories, co-operation between soapmaker and chemist is missing, not because they do not want it, but they do not know the value of it. When the soapmaker and chemist work together in the right way, no kettle of soap should go wrong. The soapmaker will not lose his prestige. He has to make the soap and knows what to do when the chemist tells him what is chemically wrong with the soap. Each one has a different and definite task.

To illustrate this, I will give my experience with a blue mottled soap, made of grease and coco fatty acids in proportions of 10 to 1. No salt and only silicate of soda was used. For years the soda was made by an experienced soapmaker, but troubles came after he left. The blame was put on the ingredients and for a time they were analyzed. It was found that a variation in titer, iodine number, etc., did not influence the mottling. Series of analyses were made on pieces of the right and the wrong soap and comparison of the results did not lead to any conclusion. A not too wide variation in the amounts of raw materials did not matter much. A lot of time was lost on this investigation. The soap was made right for years. The same formula had been used all the time and the different variations occurred most probably during that time too.

Analyze While Boiling

If something happens to a soap, provided no radical change in the formula has been made, the mistake must have taken place in the kettle. The thing to do now was to analyze the soap, while it was being boiled. It was found, that the essential factors for mottling were the moisture content and the free alkali. From now on, the soap was made under laboratory control. A quick method for moisture determination was worked out and the red oil method proved to be satisfactory. Although this method does not give the exact moisture, as a control method, it gives good results. For alkali determination the barium chloride method was used. It is questionable if this method gives the right excess of alkali,

but done in the same way all the time, the results were comparable.

A moisture of 43.5% and 0.3 to 0.4% free alkali gave a good mottle. The moisture could vary from 42.5 to 44.5%. Below and above these limits the soap was wrong. With the alkali going up to 0.7%, a moisture could be had of 45%, but there were always chances of wrong mottling. If the moisture is too high the soap can be saved by quick cooling in the frames.

And here, we come to another important factor. Important is the temperature at which the soap shall be framed and at which the

storage has to be kept where the frames are put up. The marble of a soap which is able to mottle can be regulated in the frames and by wrong handling a good soap can be spoiled, e. g., by keeping it in a too warm place after the framing. Not only the making of the soap has to be controlled, but it is possible to work out a system to make a well-made soap mottle at its best and to save a soap which may have too much moisture. The above mentioned figures only go with that special formula. Any change e. g., replacing grease by rosin or silicate by salt and the like, will make it necessary to determine the limits of moisture and alkali again.

Soap Exports for February

(Continued from page 23)

	Toilet or fancy soap		Laundry soap		Other soap	
	Pounds	Dollars	Pounds	Dollars	Pounds	Dollars
Ceylon	7,094	4,527	—	—	40	80
China	25,763	12,072	9,783	511	15,731	2,028
Java and Madura	1,066	828	—	—	70	52
Other Dutch E. Indies	1,262	518	—	—	—	—
Hongkong	609	361	210	13	3,785	535
Iraq	95	37	—	—	—	—
Japan, including Chosen	3,796	1,857	5,676	1,067	6,741	1,308
Philippine Islands	102,167	21,985	404,337	22,739	96,919	5,625
Siam	43	31	938	79	132	138
Other Asia	—	—	—	—	23	12
Australia	12,688	7,969	2,494	192	25,371	2,515
British Oceania	123	75	82	4	—	—
French Oceania	80	60	120	12	336	59
New Zealand	14,504	4,114	2,950	279	6,523	770
British South Africa	6,728	4,217	26,996	2,140	26,875	3,432
British West Africa	—	—	—	—	—	—
Egypt	285	342	—	—	—	—
Other Port. Africa	74	13	—	—	—	—
Canary Islands	415	256	—	—	—	—
TOTAL	761,015	223,180	4,207,510	297,007	1,810,226	145,158

	Toilet or fancy		Other	
	Pounds	Dollars	Pounds	Dollars
Alaska	3,374	615	46,925	4,527
Hawaii	11,365	3,240	707,716	51,678
Porto Rico	20,443	7,072	1,327,139	78,066

Reunion geranium oil exports amounted to 375,900 pounds in 1925 as compared with 233,884 pounds in 1923. This represents an increase of more than sixty percent. An agricultural paper in Reunion has advised its readers to reduce their geranium production this year and to plant vetiwert instead.

British exports of glycerin were smaller in 1925 than in 1924. In 1925, exports of crude amounted to 67,974 cwt. valued at £190,645. and 127,650 cwt. of distilled valued at £492,806. In 1924, crude shipments were 65,375 cwt. valued at £175,528 and 175,660 cwt. of distilled valued at £670,043.

Imports of glycerin, during the first two months of this year, were equivalent to more than half the total imports in 1924. The figures were 3,047 short tons of crude and 470 short tons of refined.

Bush Out of Burton T. Bush, Inc.

Burton T. Bush, president and director of Burton T. Bush, Inc., New York, operators of the Delawanna aromatic chemical plant and American agents for L. Givaudan & Cie., resigned recently. Eric C. Kunz becomes executive general manager of the company. The following statement was issued by the company. "It is with the deepest regret that we are obliged to accept the resignation of Mr. Burton T. Bush, as President and Director of our Company. Mr. Bush has been the creator of the Delawanna Works, and has given his untiring efforts in the support of that idea, and we cannot thank him enough for all he has done for the benefit of our Company. It will be our duty to continue the work that Mr. Bush has begun, and assure you we shall spare nothing in building an important Synthetic Aromatic industry in America. Trusting you will give us the same friendly support that you have given Mr. Bush, and assuring you of our appreciation."

In conjunction with the announcement by the company, Mr. Bush issued the following statement: "For the last five years, I have desired to utilize certain experiences in quite a new field, but have not felt at liberty to do so until the work which I had started at Delawanna had arrived at a point where it could be considered as being firmly established. With the association of the firm—L. Givaudan et Cie., whose processes, experience and loyal support have added to the facilities at our Delawanna Works, I feel, to-day, that the consumers of products in our line have every reason to believe that America will soon lead the world in the production of Synthetic Aromatic Chemicals. I take this occasion to thank my many friends for the loyal support they have given our Company, which support has assisted us materially in arriving so quickly in the position which our firm enjoys to-day, and I commend to you, the Officers, Managers and Representatives, who succeed me, and bespeak for them your continued support."

Burton T. Bush was formerly head of the Antoine Chiris Co. in the United States, the American branch of Etablissement Antoine Chiris of Grasse, France, and as such, established the Delawanna plant for the manufacture of aromatic chemicals. Following the severing of his connection with Chiris, Mr. Bush bought the Delawanna plant, later selling a part interest in it to Givaudan & Cie. when his company took over the American representation for this firm.

Lever Cuts Soap Prices in England

At the annual meeting of Lever Bros., held April 23, E. D'Arcy Cooper, chairman of the board, announced a half-penny cut in household soap prices. In addressing the meeting, he said: "We are confident as to the future, and this morning, we were able to announce to the trade of the country a reduction in the retail price of household soaps of equivalent to a half-penny a pound. Happily the prices of raw material have enabled us to give this relief to the public of this country. During the year the company has been engaged in several lawsuits involving important issues arising out of certain contracts. We had serious differences with Brunner, Mond and Co., Ltd., with regard to prices charged us for raw material over several years, and in November, a settlement was come to by which they admitted liability for a million sterling, of which amount £370,000 had been taken into the previous year's accounts. I am glad to say that our relations with Brunner, Mond and Co., Ltd., are now working quite smoothly and in a friendly way. Other important litigation arose out of claims made against us in connection with negotiations which took place some years ago in Sweden for the purchase of a business there, and I am pleased to say that we were successful in resisting those claims."

...

Chicago Soap Association Holds Dance

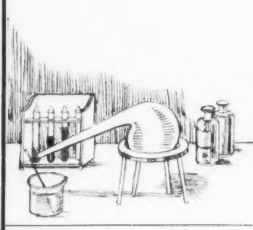
Chicago Perfumery, Soap and Extract Association held its annual spring dinner dance on April 29 at the Chez Pierre on the Gold Coast, Chicago. Two hundred members and guests attended. Clarence Morgan and Roy Downs each had parties of thirty people at the dance. Mr. Clark of the Franco-American Hygienic Co. also entertained a large party. The so-called "ringside" table was occupied by Louis J. Freundt, president, and W. L. Filmer, secretary, with their party. The dance was considered one of the most successful ever run by the Association.

...

Dr. Eugene Charabot, president of Charabot & Co., Grasse, France, widely known authority on essential oils, was recently elected a Senator of France from the Alpes Maritime department. Dr. Charabot was elected on the republican ticket.

...

Tooth soap exports reached 160,386 pounds, valued at \$175,617, in February. Other dentifrice exportations totaled 72,753 pounds, sold for \$44,661.



Now ~ a Synthetic Oil of Bergamot

We earnestly invite the attention of Soap Manufacturers to this synthetic Oil of Bergamot which we are offering in place of the natural product at a great saving in price.

This synthetic oil is an exact duplicate of the Natural in Fragrance and is as high in Lemonine and Ester content. The superior quality of this oil lends it a purity and range of applicability which the discriminating buyer will readily recognize upon examination.

In view of the prevailing high price of Natural Bergamot, this Synthetic product deserves your attention. We should like to send you a sample for comparison.

Pfaltz & Bauer, Inc.

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BOSTON BRANCH
305 Congress St.

LOS ANGELES BRANCH
316 Produce Bldg.

Colgate Wins Bowling Tournament

The team of Colgate & Co. again won first place in the thirty-third annual bowling tournament of the Wholesale Drug Trade Bowling Association which closed April 26 at the Colgate Alleys, Jersey City. Colgate just managed to nose out the team of E. R. Squibb & Son by one game. The Drug Trade Seniors were third and the Roessler & Hasslacher Chemical Co., fourth in the final standing. Colgate's team won 26 games and lost ten, rolling an average of 910.4 for a five man team for the entire tournament.

The following is the final standing of the teams in the League at the end of the season:

	Won	Lost	Aver.
Colgate & Co.	26	10	910.4
E. R. Squibb & Son, No.1	25	11	809.15
Seniors	23	13	860.1
R. & H. C. Co.	21	15	837.35
Lauman & Kemp	21	15	811.9
Biddle Purch. Co.	15	21	808.3
E. R. Squibb & Son, No.2	15	21	723.3
A. Klipstein & Co.	14	22	765.3
Juniors	10	26	729.
Grasselli Chem. Co.	10	26	670.33

On May 14 and 15, the five high average bowlers of the New York tournament rolled in the intercity matches between Baltimore, Philadelphia, and New York, held at Ocean City, N. J. New York won in the 1925 intercity matches.

Marwin M. Eavenson Dies

Marwin M. Eavenson, president of J. Eavenson & Sons, Camden, N. J., died at his home in Camden, April 15, at the age of eighty-one years. Mr. Eavenson had been a prominent figure in the soap industry for many years, having always been especially interested in trying to organize soapmakers in a trade association. He was active in the formation of the National Soap Makers' Association, in 1890, and was elected the first president of the Philadelphia Soapmakers' Association, in 1899. When the American Soap Manufacturers' Association was formed, in 1901, he was elected a director. Mr. Eavenson is survived by his son, Roland M. Eavenson.

The Haugen cooperative marketing bill has been favorably reported on by the Senate Committee on Agriculture. In spite of the vigorous protests of users of rosin, who contended that the great majority of rosin producers were not farmers, the bill still contains a clause permitting rosin interests to market their products cooperatively.

Glycerin Market Shows Firmness

Parsons & Petit, New York, said in their report of May 1 on the glycerin situation: "Dynamite: The market is firmer. There does not seem much chance of buying, at anything like the low price of last week; apparently the necessity for a sacrificing of merchandise, has passed. May delivery has been sold at 22c and inquiries are now around, for deliveries for several months ahead. There are indications that a strong market, likely to last until the late Fall, may have already started, and with possible interruptions, in the advance, from time to time, it is quite likely that prices will move steadily upward. If we may rely upon foreign advices, there is little hope that Europe will offer any relief to the situation for some time here. Refined Glycerine for the Explosives, Tobacco and Pharmaceutical industries should be in splendid demand, for the rest of the year and if a buying interest for Anti-Freeze mixtures, develops, in the way which is generally expected, the outlook is rather for a shortage of supplies, with a consequent advancement in values. Crude: Saponification would bring 16½c to 17c, basis of 88% loose. 1-ye has brought 15½c basis of 80% loose and a fraction more may be obtainable, at time of writing. Forward deliveries are in demand. Chemically Pure: The generally quoted price is 23½c in bulk, but a higher figure is now warranted and may come at any time.

Globe Attacks Freight Rates

Globe Soap Co., Cincinnati, has filed a complaint with the Interstate Commerce Commission, which alleges that the company is being discriminated against, in the matter of fifth class rates, assessed on carload shipments of soap, soap powder, cleaning and scouring compounds, from Cincinnati and St. Bernard, O., to Chicago, Milwaukee and St. Louis, on which no commodity rates are published. Fifty railroads have been made defendants in the action.

To Make Synthetic Muskome

It is reported that M. Naef & Co., Swiss aromatic chemical manufacturers, have been successful in producing muskome, the aromatic principle of Tonquin musk, and that the product will probably be placed on the market early next fall. It is said that enough of this synthetic product can be manufactured, in two months, to equal the entire world's supply. The process is being patented in this country. M. Naef & Co. are represented here by Ungerer & Co., New York.

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**the ideal superfatting admixture and neutralizing
ingredient for all kinds of toilet soaps and shaving soaps.**



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**Binds eventual free alkali producing an
absolutely neutral soap.**

Renders soap soft and tender.
Does not hinder lathering qualities.
Increases washing efficiency.
Prevents forming of scales, flaws and cracks.
Does not affect color.
Preserves the odor.
Is free from adepes lanae.
Is free from water.
Produces a soft, thick lather.

Simple to use and inexpensive

*Added in milling machine same as perfume
For details, ask for our Circular No. 1*

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Send for Sample and Prices.

PERSONAL and IMPERSONAL

Bonyata Laboratories, Inc., Grinnell, Ia., has been reorganized with C. E. Bonyata as president, C. K. Needham as vice-president, Will Gardner as treasurer, Victor Lindberg as secretary and manager, and E. B. Brand, chairman of the board. The sales force has recently been increased to eleven men. The company was formerly known as the Bonyata Chemical Co.

Supreme Soap Co., Anderson, Ind., plans to build a new two story factory, which will cost approximately \$35,000, with equipment.

Lever Bros. report for 1925 shows profits of £5,501,566, after deducting debenture dividends of £474,023 and making ample provision for plant depreciation. Balance brought forward was £55,312, making a total of £5,556,868 available for distribution. Of this £4,895,825 went to preferred and common, and £661,342 to reserve.

Syracuse Victory Soap Corp., Syracuse, N. Y., dealers in and makers of soaps, disinfectants, polishes and similar products, moved to larger quarters at 252 West Washington Street, May 1. The company, formerly located at 362 West Fayette Street, completed its seventh year as a corporation, in April, and is now confining most of its efforts to distribution rather than manufacture.

L. F. Hoyt, manager of the research department of the Larkin Co., has resigned his position to become assistant chemical director in charge of control of work at the du Pont Rayon Co., Buffalo. Mr. Hoyt had been with the Larkin Co. for eleven years.

Capitol City Laboratories, Albany, N. Y., has been incorporated by S. Kass, T. A. Leahy and F. J. Whelan to manufacture soap.

Lord Leverhulme's son has written a biography of his father. It will be published in the near future.

John B. Dewsnap, president of John B. Dewsnap & Co., Long Island City soapmakers, died April 8, at the age of fifty-eight years. Mr. Dewsnap founded the company, which bears his name, as a vegetable oil importing house. After fourteen years in that one line of business the manufacture of soap was undertaken and has been carried on for the past ten years in conjunction with the importation of vegetable oils.

Chicago Perfumery, Soap and Extract Association held its annual spring dinner party Thursday, April 29, at Chez Pierre, Chicago. Dancing, a dinner and a show were included in the evening's entertainment.

Dr. Herbert H. Dow, general manager of the Dow Chemical Co., and Mrs. Dow, accompanied by their daughters Dorothy and Margaret and their son Alden, returned on the Homeric, April 28, from a three months trip abroad.

African & Eastern Trading Co., New York, importers of palm oil, moved to 8 Bridge street late last month. The telephone number remains unchanged, Whitehall 5770.

Walker Products Corp., Wilmington, Del., has incorporated for \$100,000, to manufacture soap.

Soapmakers were prominent in the list of 227 of the principal national advertisers, recently published by the American Newspaper Publishers Association. Among those named were B. T. Babbitt, Inc., Colgate & Co., Duz Co., Forhan Co., Lever Bros. Co., Palmolive Co., and Pepsodent Co.

Palmer Menhaden Products Corp., recently organized at Kilmarnock, Va., has elected W. J. Gascoyne, Baltimore, president.



*"Distinguished for its High
Test and Uniform Quality"*

Soda Ash Caustic Soda Bicarbonate of Soda

WITH limestone quarries, coal mines and salt wells owned and operated exclusively in the interests of "Wyandotte"—and with steamship lines and plant railroad insuring the uninterrupted transportation of their products—customers of this great institution have nothing to fear from "contingencies."

The control of every phase of production—from natural resources to packaged, delivered product—is Michigan's guarantee of service. And this is the reason why, in its entire history, the Michigan Alkali Company has never failed a customer.

Michigan Alkali Company

General Sales Department

21 East 40th St. - - - - - New York City

Chicago Office: 332 So. Michigan Avenue, Chicago, Ill.

Works, Wyandotte, Mich.

Procter & Gamble Distributing Co. has lost its appeal to the Federal Trade Commission, charging the Nebraska-Minnesota Wholesale Grocers' Association with unfair competition in preventing the soap company from marketing its products along the competitive system employed by the company.

Harral Soap Company will not build a new plant at Woodhaven, L. I., to replace the one recently destroyed by fire according to a recent announcement. All of the company's products will be made at Bridgeport, Conn., where Sidney Miller is in charge. An office will be maintained at 24 Water St., New York.

Chicago Perfumery Soap and Extract Association held its regular monthly meeting, May 5, at the Hamilton Club, Chicago.

Norfolk Chemicals, Ltd., has been organized in England, to make soap and reclaim waste products. F. H. Reed, Fairlight, Banstead Road, Carshalton, Surrey, was given as the subscriber.

F. A. Countway, president of Lever Bros. Co., Cambridge, Mass., sailed for England April 16. Mr. Countway will make a pleasure trip to Spain while abroad.

"Golden Glory" is the name of a new toilet soap recently placed on the market by the English soapmaking firm of A. & F. Pears, Ltd. The new product will retail at sixteen cents a cake, two cents higher than the price of Pear's transparent soap.

Grasselli Chemical Co. is building a large plant about five miles outside of Ashland, Ky., on the Ohio river. The first unit is being built now and the work will be continued until close to \$4,500,000 has been invested in the project.

Louis Rapin, assistant manager of Etablissements Chiris, Grasse, France, arrived in the United States April 12 for a two month stay. He will spend most of his time at the company's New York office, although a two weeks visit to the Chicago office is planned.

La Societe des Produits de Synthese, Sopros, and Payan & Bertrand have opened an office in New York, at 1926 Broadway. Emile Le-

long will represent the companies in this country and will have charge of the sale of the aromatic chemicals manufactured by the former and the flower products of Payan & Bertrand.

Industrial Soap Works, Indianapolis, Ind., has incorporated for \$1,500 to manufacture soaps and cleansers. The incorporators were Walter O. and David G. Ulrey and W. O. Lewis.

Wangler-Budd Co., New York have opened an office in Philadelphia. Ira Benett is in charge of the office, which is located at 620 Chestnut street. The telephone number is Lombard 6400.

Rhodia Chemical Co., New York, have appointed F. A. Kertess manager of the company's Chicago office.

Flush A Way Products Co., Sacramento, Cal., was recently incorporated for \$25,000 and will operate a soap and cleaning compound factory at Oakland, Cal.

Frank M. Bauer, vice president of Pfaltz & Bauer, Inc., New York, sailed for Europe early in April. Mr. Bauer will spend six or seven weeks abroad, spending most of his time at Grasse and Paris.

Walter H. Jelly, for ten years with M. L. Barrett & Co., Chicago, has established the firm of Walter H. Jelly & Co., 412 North Western Avenue, Chicago. The company will manufacture and deal in raw materials for the soap, perfumery, flavoring extract and barbers' supply trades.

Harry C. Ryland, New York essential oil importer, has purchased the Dodwell Building, located at 101 Water street, New York. The five-story structure will be renamed the Ryland Building.

Ungerer & Co., New York, have mailed their price list of essential oils, aromatic chemicals, colors and other soap and perfume raw materials to the trade. The publication contains information from primary markets as well as a discussion on prices and spot market conditions.



Drum Lots Only

Current Quotations F. O. B. New York

BOIS DE ROSE direct shipment from French Guiana. 380lb. drums, \$2.70 lb.

BERGAMOT, 36/38% S. F. de Pasquale & Fratelli, for shipment. 25 lbs. \$7.00 lb.

CASSIA 80/85% tech. 420 lb. drums, shipment from China, \$1.75.

CORNMINT, 50% menthol, for shipment. 50 lbs. min., \$6.00 lb.

GERANIUM AFRICAN, spot and shipment. 100 lb. drums min., \$2.65-\$2.75.

GERANIUM BOURBON, spot, floating and shipment. 100 lb. drums min., \$2.70.

LAVENDER, flowers, COUPEY FILS & DEHAIS Brand, spot and shipment. 100 lb. drums min. 30/32, \$4.20.

LAVENDER, spike, Ramon Sanchez Garcia Brand, spot and shipment 200 lb. drums, min., \$.95.

LEMON, Italian, S. F. de Pasquale & Frat. Brand, for shipment. 25lbs. \$2.50.

ORANGE, Italian, S. F. de Pasquale shipment from Italy, 25lbs. \$2.98.

PEPPERMINT, Japanese (see cornmint).

ORIGANUM 65% phenols, shipment. 500 lb. drums min., \$1.25.

ROSEMARY, Spanish, Ramon Sanchez Garcia Brand, spot and shipment. 4/500 lbs. drums, \$0.45.

SPIKE, Spanish, Ramon Sanchez Garcia Brand, spot and shipment. 200 lb. drums, \$0.95.

THYME, Spanish for shipment. 4/500 lb. drums min., 40% Thymol, \$1.28.

VETIVER BOURBON, spot in bottles, min. 20 lbs., \$13.00 lb.

NOTICE

We do not sell in LESS THAN DRUM LOTS, minimum original drums for the oils we specialize in are indicated opposite.

Some oils, however, arrive in small tins and in such cases we have no objection to selling in these small original containers.

Our overhead expenses are consequently so low that we can give the *larger consumers* the benefit of cost price to us plus only a small commission or profit.

In spite of this we wish to make it clear that our oils being absolutely pure we can only compete on *quality, not on price.*

No Repacking

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COUPEY FILS & DEHAIS, 31 Rue Lafayette, Paris

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ON PRODUCTS AND PROCESSES

A sudden darkening of lye glycerin solution during concentration was reported traced to the presence of sodium chlorate to the extent of 1% or 1.5%, according to recent experimental work in Germany. The chlorate is believed to be present in the electrolytic caustic used in the saponification.

A compound for cleaning grease from the hands is made from soap cream and turpentine in equal quantities, a larger quantity of petrolatum, to which is added varying proportions of carbon tetrachloride. This is covered by patent No. 1,572,814.

Air cooling in place of water cooling in the distillation of fatty acids, thus permitting the fractionation of the distillate and separation of the colored and odorous portions, is discussed by O. Hausmann in the *Chemische Zeitung*, 50, pages 41-42, (1926).

The weakening effect of chlorine bleaches on fabrics is reported considerably restrained when used in conjunction with sodium silicate solutions in the bleaching action, while in the case of some cotton cloth, the bleaching action was much improved.

The only solvents which can be used in cleaning rayon are gasoline, oleic acid and water, with the addition of dry cleaning or neutral soap, according to an article which appeared recently in a textile journal. Carbon tetrachloride, ether, alcohol, ammonia, oxalic acid, strong acetic acid and various other products attack the material.

To determine the oil or fat used in soaps which form the base of cresol or phenol soap solutions, a method has been worked out by F. Di Stefano in Italy, as the oil used influences the properties of the final solution. The method follows: Dissolve 20 grams of solution in 60 c.c. of water and acidify with sulfuric acid. Steam distil to remove phenols, cool and separate the fatty acids from the super-

natant liquid. Dissolve fatty acids in caustic soda solution, filter, add excess of dilute sulfuric, filter, wash free of sulfuric with hot water. Dissolve the fatty acids in ether, distill off ether and dry at 100 deg. C. and determine the melting point, iodine and acetyl numbers. Results obtained by this method emphasize the influence of the soap type on the solubility of the cresol and therefore on the finished product.

Mothproofing compounds, their composition and the patents covering them, were discussed by C. E. Mullin recently in the *Textile Colorist*, No. 48, pages 89191, 1926 column.

A mixture for protecting the skin from dirt, oil and grease is covered by British patent 236,000. It is composed of benzonite 17%, soap 4½%, and water 78½%.

In making mineral oil insecticides for spraying citrus trees, soap solutions have been used as the emulsifying media. These have successfully been replaced by suspensions of clay, fuller's earth and brick earth clay, according to J. Agri. Res., volume 31, pages 59-65. The dry clay is first covered with water, allowed to stand, stirred, the oil added and the entire mass emulsified by pumping twice through an ordinary bucket pump. The emulsion is stable, covered well, was as efficient and no more injurious than soap emulsions to foliage. Clay emulsions can be mixed with hard waters while soap emulsions cannot.

Coconut oil has been used as an adulterant for sweet and sour cream in New York City, according to a report of the Health Commissioner. An investigation has ended its use.

The Second Chemical Equipment and Process Engineering Exposition was held in the Public Hall, Cleveland, May 10 to 15. The Associated Technical Societies of Cleveland arranged several meetings of national technical societies, which were held during the week.



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 4-roll Granite Toilet Soap Mills
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 Houchin-Aiken 5-roll Steel Mills
 Experimental Plodder
 Houchin-Aiken Plodders
 Rutschmann Plodders

Soap Crutchers

Houchin-Aiken Steam Jacketed Soap Crutchers
 Dopp Steam Jacketed Crutchers with and without engines
 Arnold Doll Steam Jacketed Crutchers
 Crutchers for Floating Soaps
 Steam Jacketed Crutchers, 5,000-lb. cap
 Steel Tank, 6 in. x 6 in. with agitator and coils

Soap Slabbers

New Hand Power Steel Slabbers
 Curtis-Davis Power Slabbers
 Houchin-Aiken Power Slabbers

Filter Presses

Sperry 30 x 30 Cast Iron Filter Press

Various Other Items

Steel Soap Frames (various capacities)
 Soap Wrapping Machines
 Self Sealer & Weighing Machines
 Soap Chippers
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 Condon, Huber and Proctor & Schwartz Complete Soap Chip Dryers
 Barrel Filler
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 Brass Soap Dies for foot and Jones Automatic Presses
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 Proctor & Schwartz Bar Soap Dryer
 H.-A. Caustic Drum Sledging Machine, etc.

For Complete Description Wire or Telephone

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CHICAGO, ILL.

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NOTE NEW ADDRESS AND TELEPHONE NUMBER

CONTRACTS AWARDED

Hooper & Jennings, San Francisco have been awarded a contract to supply Fort Mason with 34,000 pounds laundry soap at 4.945c lb., and 5,000 cakes grit soap at 2.47c lb. Joseph Gietradt, also of San Francisco, is to supply 100 gallons liquid soap at 43c gal.

Gold Dust Corp., St. Louis, has been awarded a Government contract for 19,980 bars issue laundry soap, in 1 pound bars, at 5.27c lb.

North American Dye Corp., Mt. Vernon, N. Y., has been awarded a Government contract to supply 7,200 cakes dye soap at 8.8075c.

The quartermaster, Chicago, has awarded the following contracts for soaps: Procter & Gamble Distributing Co., Chicago, laundry soap at 5.59c; Saxonite Products Co., Sandusky, O., grit soap at 4.85c; and Cudahy Packing Co., Chicago, grit soap at 4.5c.

Kranich Soap Co., Brooklyn, N. Y., has been awarded a Government contract for 1,000 pounds castile soap at 13.9c.

Jas. Good, Inc., Philadelphia, has been awarded a Government contract for saddle soap at 11.9c.

Pett Bros., Berkeley, Cal., have been awarded a Government contract for 360 pounds castile soap for Fort Mason, at 9.25c. Haas Bros., San Francisco, have been awarded a contract for 200 pounds scouring compound at 5.2c.

The following requests for American material have been received by the Department of Commerce, from firms abroad wishing to buy or act as agents. Further information may be obtained by writing the nearest office of the Bureau of Foreign and Domestic Commerce, referring to the number given:

19022—purchase disinfectants and insecticides, Argentine;

19088—purchase soap refuse, England;

19887—agents for bath, face and shaving soap, Canary Islands;

19890—agents for cottonseed oil soaps, England;

20155—purchase toilet preparations, England.

A firm in Pitimbu, Parahyba, Brazil, is interested in exporting cocoanuts, or coconut oil, to the United States. The company wants to communicate with American firms interested in these materials. The Foodstuffs Division of the Bureau of Foreign and Domestic Commerce, Washington, can give additional information regarding the Brazilian firm, on request.

Lavender oil imports reached 13,677 pounds, valued at \$42,016, in February. Imports of bergamot, during the same month, were given as 1,016 pounds, valued at \$5,179. Citronella receipts totaled 111,491 pounds, with a value of \$66,998.

A firm in Sweden is interested in importing rosin. Interested parties can get in touch with the company through Reference 86, Swedish-American Chamber of Commerce, 2 Broadway, New York.

"Copra and Coconut Oil in the Philippine Islands" is the title of a pamphlet available at the Government Printing Office, Washington, D. C. It is listed as Trade Promotion Series No. 11 and sells for twenty cents.

Rosin exports reached 67,571 barrels, in March of this year, as compared with 82,799 barrels for the same month in 1925. The values were given as \$1,549,577 for March, 1926, and \$1,019,607 for March, 1925.

Polish exports in February were given as follows: metal polishes, 117,230 pounds, valued at \$20,167; shoe polishes, 258,457 pounds, valued at \$76,143; other blackings and polishes, 211,434 pounds, valued at \$41,001.

RECORD OF TRADE-MARKS

The following trade-marks were published in the April 6, 13, 20 and 27, 1926, issues of the Official Gazette of the United States Patent Office in compliance with Section 6 of the Act of Feb. 20, 1905, as amended March 2, 1907. Notice of opposition must be filed within thirty days of publication. As provided by Section 14, a fee of ten dollars must accompany each notice of opposition.

Trade-Marks Filed

Pollyanna Soap—This in outline letters. Soap. Filed Dec. 31, 1925 by Weaver & Smith, Lawrence, Kans. Claims use since on or about July 1, 1922.

Nushine 1-2-3—The word in outline letters. The figures in black over the word Nushine, having a white background. Silver and gold polish. Filed Jan. 7, 1926 by The Borchard Laboratories, Inc., Camden, N. J. Claims use since Oct. 3, 1924.

Midtexso—This in black letters. Soap product prepared for wet cleaning. Filed Jan. 16, 1926 by The Midland Chemical Laboratories, Inc., Dubuque, Iowa. Claims use since about July 15, 1925.

Splenlox—This in black letters. Coconut-Oil Shampoo. Filed Jan. 19, 1926 by The Splenlox Co., Dallas, Texas. Claims use since December, 1906.

TC—This in black letters inside of circle. Cleaner, namely liquid soap and shampoo soap. Filed March 9, 1925 by Twentieth Century Manufacturing Co., Cedar Rapids, Iowa. Claims use since Oct. 1, 1924.

Power—This in black letters, "will clean anything" written under it. Detergents, namely, carbon tetrachloride. Filed March 25, 1925 by Harry Feinstein, Power Laboratories, Pittsburgh, Pa. Claims use since about May, 1921.

Rub-No-More—This in black letters. Directly under this is a picture of elephant washing small elephant, with trunk in a basin. Washing powder, soap flakes and naphtha soap. Filed Nov. 4, 1925 by The

Rub-No-More Co., Fort Wayne, Ind. Claims use since May 1, 1895.

Dalpo—This in black letters. Auto cleaner, glass polish metal polish, hand cleaner, cleaning fluid, a dry cleaner for fabrics, auto soap and auto top and cushion dressing, and valve grinding compound. Filed Sept. 2, 1925 by Dalpo Products Co., Baltimore, Md. Claims use since Jan. 15, 1925.

Dandy—This in black letters. Shoe polish and leather dressings. Filed Oct. 19, 1925, by Whittemore Bros. Corp., Cambridge, Mass. Claims use since Jan. 30, 1893.

Gilt Edge—This in black letters. Leather polishes. Filed Oct. 19, 1925 by Whittemore Bros. Corp., Cambridge, Mass. Claims use since Jan. 29, 1885.

Bon-Ton—This in black letters. Polishes for leather goods. Filed Oct. 19, 1925 by Whittemore Bros. Corp., Cambridge, Mass. Claims use since Dec. 1, 1882.

W—This in white ribbon letter. Leather polish. Filed Nov. 7, 1925 by Whittemore Bros. Corp., Cambridge, Mass. Claims use since November, 1890.

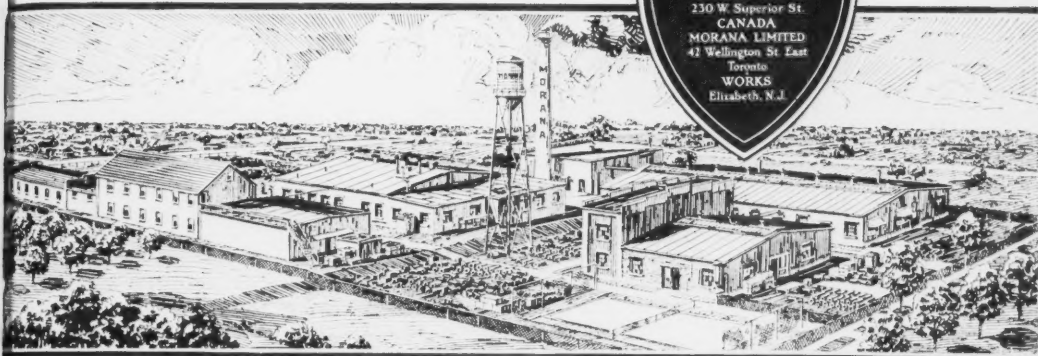
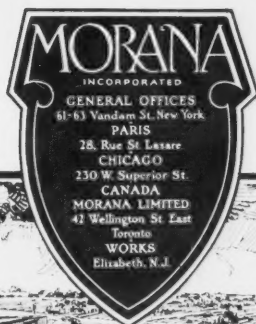
Satisfaction—This in black letters. Hand soap. Filed Feb. 13, 1926 by M. C. DeWitt, Orwell, Vt. Claims use since Feb. 3, 1926.

Hammond's Slug Shot—This in white letters on black border label, in the center of which is picture of devil stabbing an insect with sword. Insecticide Powder. Filed Feb. 16, 1926 by Benjamin Hammond, Beacon, N. Y. (Under ten year proviso.) Claims use since Jan., 1885.

Fan—This in black letters. Soaps. Filed Feb. 17, 1926 by Rex Products Company, Chicago, Ill. Claims use since Feb. 13, 1926.

Ser. No. 227,950—Soap. Double faced soap used as trade mark. Tired expression on one side and happy expression on the other. Filed March 1, 1926 by James S.

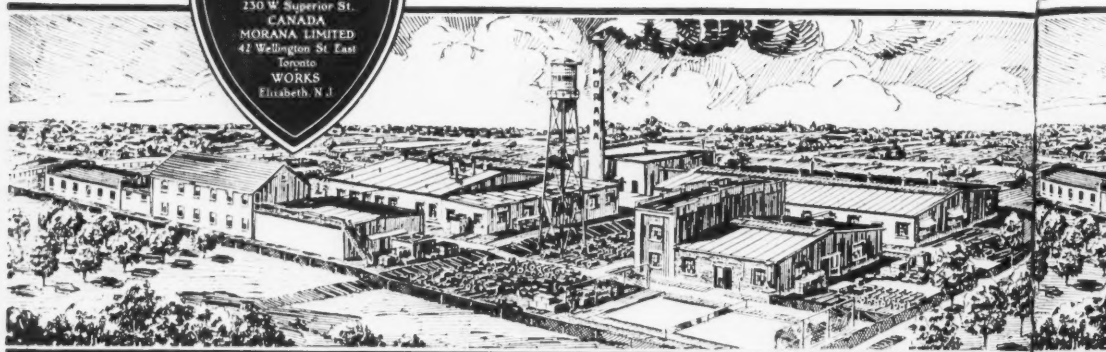
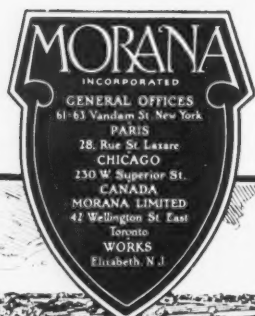




The American works of Morana Incorporated, at Elizabeth, New Jersey. Reproduced from a drawing made from photographs.

A
low-priced
soap perfuming oil
of great strength
and tenacity—
Geranoxide*

**Trade Mark Registered*



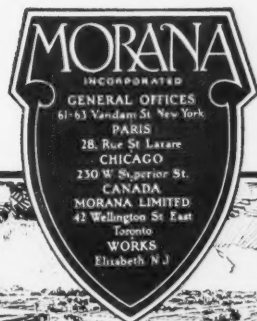
The American works of Morana Incorporated, at Elizabeth, New Jersey. Reproduced from a drawing made from photographs.

THERE are many factors that have an adverse effect upon the perfume ingredients in a soap. Of these Heat is without a doubt of the greatest influence. That being the case, the heat-resistant quality of a soap perfuming ingredient obviously demands equally as much consideration as does its odor value, for without the former the latter becomes of negligible importance.

The outstanding characteristic of **Geranoxide*** is its ability to withstand successfully the breaking-down effect of Heat, as well as the depreciating effects of all of those other factors that menace the odor value of a soap perfuming ingredient. **Geranoxide** "stands the racket." **It lasts.** Its fresh and pungent fragrance is ever-present, from the time that the oil is first incorporated in the mass of soap until the eventual cakes are transformed into fragrant lather.

Convincing proof of the remarkable ability of **Geranoxide** to successfully maintain its odor value, even under the severest conditions, is to be found in its increasing use as a means of softening, or masking, the harsh chemical odors of disinfectants, insecticides, and

*Developed by our research laboratories and made and sold exclusively by Morana Incorporated.



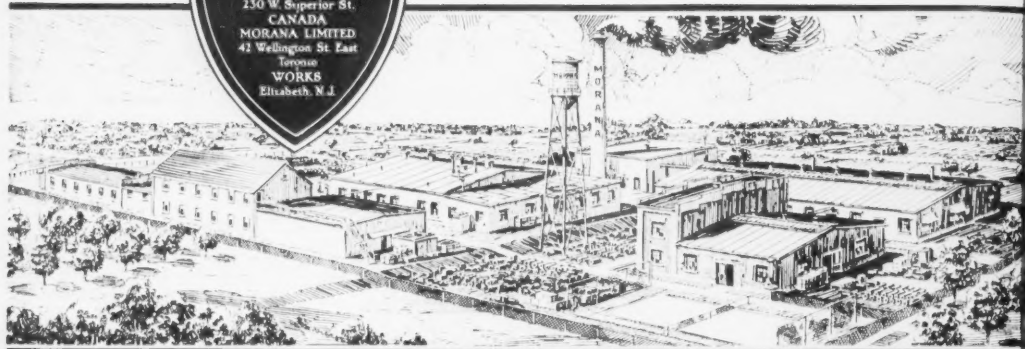
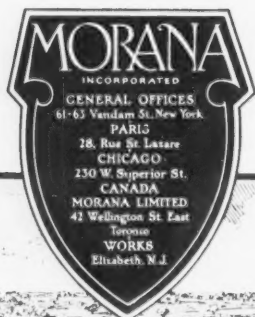
The American works of Morana Incorporated, at Elizabeth, New Jersey. Reproduced from a drawing made from photographs.

similar products and of imparting to such products a pleasant suggestion of lasting fragrance.

Geranoxide has a legitimate place in every toilet soap formula. It is particularly applicable to formulas in which low cost is of first importance. While it can be, and is widely used as the exclusive perfuming agent in toilet soaps, **Geranoxide** works out particularly well when used in conjunction with other perfuming oils, as it puts a decided "kick" into the composition. As a diluent of natural Geranium oils, **Geranoxide** will be found of great value as it makes possible a substantial reduction in the quantity used of such oils, yet without depreciating the rose-like Geranium note.

Geranoxide is made in large batches. Consequently, its uniformity is a known and dependable quantity. Furthermore, large batch production means economies in manufacture that are otherwise unobtainable, an advantage that is reflected by the low price of **Geranoxide**.

A working sample of **Geranoxide** will be sent promptly upon request, and without charge.



The American works of Morana Incorporated, at Elizabeth, New Jersey. Reproduced from a drawing made from photographs.

Specialties for Soapmakers

Geranoxide (see inside pages)*

Geraniol for Soap

Rhodinol Sapon

Irisal Pure

Irisal for Soap

Irine Residue

Benzyl Acetate

Benzylidenacetone

If you will let us know of which of these products you should like to have working samples, we will gladly send them promptly, and without charge.

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Kirk & Co., Chicago, Ill. Claims use since October 7, 1925.

Cham-Kana—This in black letters. Shampoo. Filed March 3, 1926 by Du-Kana, Inc., Syracuse, N. Y. Claims use since about Feb. 19, 1926.

Vermex—This in outline letters. An arrow is indicated on some dead insects. Liquid Insecticides. Filed March 4, 1926, by Lanair Chemical Corp., Chicago, Ill. Claims use since Feb. 23, 1926.

So and So—This in black letters. Soap and softener powder. Filed March 9, 1926 by Frank A. McGowan, Canton, Ohio. Claims use since March 6, 1926.

Ser. No. 228,470—Soap. Picture of chickens, ducks, bunnies, birds and toy houses used as trade mark. Filed March 1, 1926 by James S. Kirk Co., Chicago, Ill. Claims use since Feb. 1, 1926.

Zip—This in black letters. Disinfectants. Filed March 15, 1926 by The Brand Neu Co., Inc., N. Y., N. Y. Claims use since Feb. 11, 1926.

Cilia-Derma—This in outline letters. Liquid shampoo. Filed March 13, 1925 by Cilia-Derma Products Co., Columbus, Ohio. Claims use since about Oct. 1, 1924.

Klear Site—This in black letters. Liquid compound for use in cleaning and to prevent fogging of glass surfaces. Filed Sept. 18, 1925 by William A. Jackson, Baltimore, Md. Claims use since July 1, 1925.

Pensal Cleans All—This in black letters. General cleansing preparation with water-softening properties. Filed Dec. 28, 1925 by Pennsylvania Salt Mfg. Co., Phila., Pa. Claims use since Oct. 7, 1924.

Williams—This in black letters. Shaving soap, toilet soap, shaving cream in the nature of soap for shaving purposes, shaving powder is the nature of soap for shaving purposes, and shaving stick. Filed Jan. 6, 1926 by The J. B. Williams Co., Glastonbury, Conn. Claims use since 1840. May, 1892, Dec. 1887, July, 1910 and August, 1885 respectively.

Bob White—This in black letters. Liquid cleaner for shoes, gloves, belts and hats. Filed Feb. 6, 1926 by Louis Bullas, Minneapolis, Minn. Claims use since April 1, 1921.

Purigo—This in outline letters, in semi-circle. Stain remover in the form of a vegetable compound for removing ink, grease,

paint, or other stains from cloth, wood, metal, enamel, brass or the human skin. Filed Feb. 11, 1926 by The Purigo Co., Madison, Wis. Claims use since Nov. 16, 1925.

Roseben—This in black letters on the back of a fox. Fur cleaning compound with incidental glazing properties. Filed Feb. 12, 1926 by Benjamin Cohen, of The Roseben Co., Detroit, Mich. Claims use since Jan. 10, 1926.

Trade Marks Granted

211,476—Hair Shampoo. H. V. Britton, New York, N. Y. Filed Nov. 28, 1925. Serial No. 223,956. Published Jan. 26, 1926.

211,521—Insecticides—Namely, snail-control meal. The Antrol Laboratories, Inc., Los Angeles, Calif. Filed Nov. 30, 1925. Serial No. 223,985. Published Jan. 26, 1926.

211,523—Chemical preparation used for the destruction of vermin and insects. Rigo Manufacturing Company, Nashville, Tenn. Filed Nov. 12, 1925. Serial No. 223,189. Published Jan. 19, 1926.

211,652—Cleansing preparation in powder form, having disinfecting and deodorizing properties. Fluxo Products Company, Inc., Leroy, N. Y. Filed Sept. 17, 1925. Serial No. 220,338. Published Feb. 2, 1926.

212,089—Disinfectant or deodorant compound. Janitors' Supply House, Inc., Baltimore, Md. Filed Feb. 18, 1925. Serial No. 209,793. Published Feb. 9, 1926.

...

British Soap Imports Larger

England imported almost twice as much soap in March, 1926, as compared with the same month a year ago. Exports also showed a substantial increase.

Soap Imports	March, 1925		March, 1926	
	Cwts.	£	Cwts.	£
Soft Soap	107	337	192	507
Hard Soap	7,793	16,896	15,177	29,845
Abrasive Soap	3,631	4,509	840	1,224
Toilet & Shaving	5,365	24,057	5,635	25,051
Other Soaps	291	435	4,322	5,394
TOTALS	17,187	46,234	26,166	62,021
Soap Exports	March, 1925		March, 1926	
	Cwts.	£	Cwts.	£
Soft	4,119	8,042	5,413	8,084
Hard	111,251	215,057	125,400	263,661
Toilet	5,596	55,916	5,597	54,534
Abrasive	2,200	6,265	2,134	5,969
Other Soaps	2,237	10,073	3,894	17,162
TOTALS	125,493	295,353	142,438	349,410

COAL TAR DISINFECTANTS

CRESOL COMPOUNDS

CRESYLIC ACID

ALL PRODUCTS TESTED AND GUARANTEED
PROMPT SERVICE ASSURED TO ALL ORDERS



BAIRD & McGUIRE, INC.

HOLBROOK, MASS.

ST. LOUIS, MO.

Warehouse Stocks at

New York City

Kansas City

San Francisco



INSECTICIDE AND DISINFECTANT SECTION

Official Publication of *The Insecticide and Disinfectant Manufacturers Association*. Harry W. Cole, Holbrook, Mass., Secretary.

Activities of the Association

The following bulletins have been sent out from the office of Secretary Harry Cole:

April 27, 1926.

It is very gratifying to have had the whole-hearted support of practically all our members in protesting the enactment of the Griest Cautic Acid House Bill No. 10823, as well as the timely help given us by many others in the industry who were notified of this objectionable legislation.

The original Griest Bill, H. R. 8305, was identical with the Pepper Senate Bill No. 2320, and therefore equally acceptable. Upon this bill the House hearing was held. Following the hearing the committee referred the bill to the Department of Agriculture for advice. That Department rewrote section 2 defining the preparations affected, adding cresol to the list of substances to be regarded as poisonous and making the bill highly objectionable.

In Mr. Griest's absence, and without his knowledge, the revised bill was introduced in his name, and favorably reported by the committee as H. R. 10823. Dr. Wm. C. Woodward, of the American Medical Association and representatives of the proprietary organizations spent nearly a week in an effort to secure the recall of R. H. 10823 or the substitution of the Pepper Senate Bill for it. Mr. Griest and Mr. Parker, Chairman of the House Committee on Interstate and Foreign Commerce, are working to the same end. Mr. Griest, as well as Mr. Nelson of Maine who made a favorable report on the Griest Bill, are said to be very much disappointed with the measure in the form in which it came back from the Department of Agriculture, and rather than support it, they will ask for favorable action by the House on the Pepper Bill. It is considered highly improbable that the Griest Bill will ever become law. There is also doubt that the Pepper Bill will be acted upon this session of Congress. We are reliably informed that the numerous protests received at Washington

from our members has done much to block the passage of the Griest measure.

Encouraging as the situation seems, we do not intend to consider the matter closed nor to be lulled into a sense of security. We are watching this legislation carefully and will continue to keep you posted should new developments occur.

We are pleased to announce that Messrs. McCormick & Co., Baltimore, Maryland have been admitted to full membership in our Association, and will be represented at the Quebec meeting.

May 6, 1926.

Our mid-summer meeting at Quebec is but six weeks away. It is hoped that every member of the Association plans to be present, also that he can bring one or more members of his business staff. Headquarters will be at the Chateau Frontenac. The management quotes the following rates:

Single room with bath, \$6 per day.

Double room, with twin beds and bath, \$9 per day.

European plan.

During June, the single room accommodations at the Hotel are very limited. In order to take care of the great influx of visitors at this time, it is necessary to get as many people as possible to double up. Our members are therefore requested to arrange to share double rooms, wherever this will not prove a decided inconvenience. There are always a few special cases where it is necessary to assign single rooms, and the hotel will do its best to arrange accordingly. **KINDLY MAKE YOUR RESERVATIONS NOW**, addressing the hotel direct, stating the accommodations you desire, for what length of time you will be there and be sure to mention that you are a member of this Association. We do not want anyone to be disappointed.

Your Program Committee is endeavoring to give you just such a meeting as you would like

to have. It is therefore earnestly requested that you write in and tell us what subjects you would like to have discussed. There will, of course be reports of officers and committee chairmen, and matters will be taken up of general interest to the trade. We are particularly anxious to have short talks by our members on topics which relate to the betterment and expansion of the industry. Will you help to the extent of preparing and reading a short paper?

As to the social and entertainment features, you are assured that nothing will be lacking. There are many who claim that Quebec is one of the most delightful spots on this continent, especially in June. It abounds in historical places, and facilities for sightseeing are of the best. You are certain to enjoy your trip there, and best of all you can combine business with pleasure.

The dates are Monday, Tuesday and Wednesday, June 14th, 15th and 16th. The time to make your reservation is NOW.

H. W. COLE,

Secretary.

The present annual production of creosote oil in Germany amounts to approximately 400,000 metric tons. The 1925 exports of heavy coal tar oils, including creosote oil, reached 161,000 tons. Germany's imports of this oil are negligible.

Most of the household insecticides imported into Chile are brought in in bulk and packed in small containers there, owing to the abnormally high duty placed on this type of merchandise.

Merck & Co.'s executive offices have been moved from New York to Rahway, N. J., where the company's factory is located. A sales and delivery office will be maintained at 53 Park Place, New York.

The largest selling insecticide, in Australia, for use against flies and for general disinfecting purposes, is formalin, according to a report recently issued by the Department of Commerce.

February creosote oil imports totaled 8,610,419 gallons, valued at \$1,096,759.

A meeting of the larger disinfectant companies operating in the Mississippi Valley and Southern States was held in St. Louis on April 16th and 17th for the purpose of discussing trade conditions, and the elimination of certain trade abuses. President Fred A. Hoyt of the Insecticide & Disinfectant Manufacturers Association, presided at the meeting.

The Griest Caustic-Acid House Bill No. 10823 against which disinfectant manufacturers have vigorously protested through their members of Congress, will be replaced by Pepper Senate Bill No. 2320. It is considered unlikely that any caustic-acid legislation will be passed this session as an early adjournment of Congress is expected.

The mid-summer meeting of the Association is to be held in Quebec, Canada on June 14, 15 and 16th, with headquarters at the Chateau Frontenac. A large attendance is expected and members are asked to make a note of the dates. The Secretary will shortly issue a bulletin giving hotel rates and other useful information.

The Board of Governors of the Association has favorably acted upon applications for membership from McCormick & Co., manufacturing chemists, Baltimore, Md., and Gilpin, Langdon & Co., makers of "Black Flag" insect powder and liquid, Baltimore, Md.

Of the total number of members in the Association, 25% are manufacturers of household insecticides, 33% of disinfectants, 35% make or distribute both insecticides and disinfectants and 7% are producers of raw materials which enter into these products.

A. Johnson, founder and president of the Dodge Chemical Co., Boston, manufacturers of disinfectants and undertakers' chemicals, died April 20, at the age of seventy-nine years. He is survived by his widow, two sons and two daughters.

J. W. Bailey, sales and advertising manager of The Tanglefoot Company, Grand Rapids, Mich., has returned to his desk after a month spent on the Pacific Coast and in Mexico.



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A Statement About Cresylic Acid

*As an Independent Manufacturer of Cresol Compounds Sees
the Present Difficulties in Securing Cresylic*

By JAMES H. LONGSHORE

President, Continental Chemical Corp.



As an independent manufacturer of cresol compounds, and from what I can learn, the difficulty encountered by my firm in the matter of buying cresylic acid is identical with that of the many other manufacturers of cresol products, but each protest which is publicly voiced must certainly set us all a little nearer the remedy for the trouble.

In expressing myself regarding the cresylic acid situation as it now stands, I wish to state first, that I am a Republican. I make this preliminary statement to offset any suspicion that I am presenting a political or anti-tariff argument. I am fully appreciative of the fact that the protective tariff, imposed and supported by the Republican Party has been the foundation and superstructure of our present great American industry. I still believe that such industries which are owned and operated by the many independent concerns, concerns which are in no way connected or combined together to control prices and production are entitled to the continued protection of this tariff.

However, like all good things, the tariff is sometimes grossly abused and I have in mind just now the prohibitive tariff on refined cresols. So long as there is vital domestic competition in any line, the exclusion of foreign competition is a boon to both manufacturers and public, but as in the case of cresylic acid, when a commodity has passed almost wholly into the hands of a combined or concentrated source of supply, nobody profits but this particular source of supply.

I do not wish to infer that the few fortunate domestic producers of cresylic acid are in any way culpable for the present situation, they are merely taking advantage of a favorable opportunity. Neither do I believe that the duty on cresylic acid was contrived for any purpose of favoritism; but the fact remains, nevertheless, that we independent manufacturers and the ultimate consumers are the unfortunate victims of a defect in the tariff system.

To make the matter concrete, I take the case of my own firm. We manufacture a cresol compound which we sell largely to hospitals.

In accordance with our literature, and the prevailing demands of hospitals, this product must be immediately and completely soluble in tap water in any proportion. Up until the enactment of the tariff in question, we were at all times able to obtain suitable cresylic acid for our purpose and at prices ranging from 60c. to 75c. per gallon. Almost any importer could fill our order at any time and for any quantity. Immediately following the enactment of the tariff, the price on the domestic acid of similar grades advanced to double the price we had been paying and the prices are still "up." For the past two years, we have been paying 12c to 13c per pound, and this fact is only part of the cause for complaint. The worse part of the situation is that most of the time we cannot buy refined cresylic acid at all. After two years of exhaustive search and experimenting, we have been able to locate only one source of supply. To be sure, there is an abundance of the "duty free" acid on the market, and the price is still low on this, but it is unfit for making cresol compound and is quite impossible for making *soluble* cresol compound.

This one domestic manufacturer of refined cresylic acid has apparently been fair with us. We have had to await our turn to get our acid orders filled just like we did for sugar during the war—and this condition still exists today after two years of "protection"—but we have no doubt they are entirely sincere in saying they are producing as fast as they can. The iniquity of the situation is that after two years of trial, the domestic manufacturer of cresylic acid seems to be right where he started—his selling price as high as at the beginning, his production still inadequate as ever. And all this while we hundreds of users of his commodity are forced to worry along with what he is able to supply and pay the price he sees fit to charge—and this with shiploads of the very material we need, costing half the price we are paying, but a week's voyage away! And there is no relief in sight! At this writing I have before me a letter from this one domestic producer of refined cresol which is in response to our purchase order of March 23. In part it reads as follows: "At the present time we are obligated for our total estimated production

Trade Mark

HEX

Reg. U. S. Pat. Off.



TAR ACID OIL

Chilled - Filtered and Pressed - No Sediment

Makes up a milk white emulsion with a good odor.

No waste—cheapest in the long run



TAR PRODUCTS CORPORATION

REFINERS AND MANUFACTURERS

PROVIDENCE, RHODE ISLAND

Office—99 Empire St.

Works—East Providence

LIQUIDS

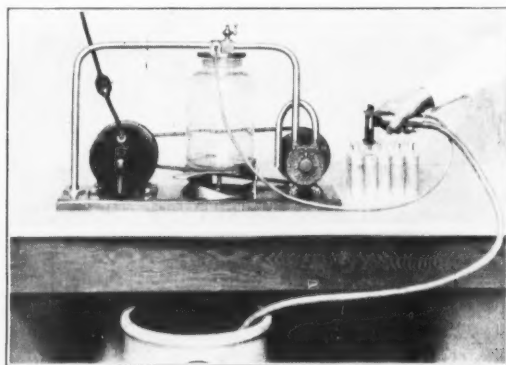
Automatically

FILLED

Into Bottles or Cans

at a cost of

15 CENTS A DAY



FILLING bottles or cans with disinfectants or other liquids by hand is a slow expensive process.

You can try this automatic vacuum filling machine *at our risk*.

Send us a filled sample of your container and ask for particulars.

Standard Automatic Vacuum Filling Machines

Manufactured by

PNEUMATIC SCALE CORPORATION

68 NEWPORT AVENUE

NORFOLK DOWNS, MASS.

of this type of material for the month of April."

Now, as I have said before, I am placing no blame on this producer. I am sure he wishes and intends to be fair with us, but this fact does not make the situation any more tenable so long as a certain and easily attainable remedy is within reach. The remedy I have in mind is to put all cresylic acid back on the "free list" until domestic producers can give better evidence of their ability to meet our requirements. It is well to protect American industries, but it is unfair to protect one producer at the expense of all the others.

What do you say, Brother Manufacturer? Are you content with the present state of affairs or are you, too, feeling restless under the pressure of an unnecessary burden? You cannot correct matters alone and neither can I, but if all of the manufacturers of cresol compounds would join in a united voice of protest, and *continue* to protest, results would soon be forthcoming. The cresylic acid situation is too technical a matter for most congressmen to concern themselves about—they will give it little or no thought until it is impressed upon them by their constituents. This is where you and I come in,—acting as many individuals in unison. There is a personal element in such individual action which is entirely lost when acting as an organization. As an organization, we are merely one "combine" asking for preference over another "combine," but as individuals protesting on many sides, we are "the people" to whom those in office are directly responsible. Write to your senators and congressmen and give them the facts. I have written to ours before, but shall write again and again.

Chinese Disinfectant Trade Small

While there is a large potential market in China for insecticides and disinfectants, the business has not yet been developed to any great extent, according to a Consul report recently issued by the Department of Commerce. Imports of these materials into Shanghai, in 1924, were valued at only \$41,882 for insecticides and \$33,191 for disinfectants. No figures were given for the rest of the country but it was stated that Shanghai imports were about one third of the total. The greatest demand is for mosquito, roach and bed-bug exterminators.

Vestal Chemical Company, St. Louis, Mo., have opened in Texas, in order to more satisfactorily serve their trade in that state.

Offer Prize for Price Plan

Lehn & Fink Products Co., makers of Pebecco tooth paste, Lysol and other nationally advertised products, have announced a "Price Maintenance Plan" contest. The company is trying to develop some fair means of maintaining retail prices and eliminating retail price cutting on standard priced articles. A total of \$10,000 has been offered in prizes. There will be thirty-eight awards, ranging from a first prize of \$3,000 to twenty \$50 prizes. Durstine, Barton & Osborne, New York advertising agency, will handle the details of the contest, which will be widely advertised in trade journals and through the mails. The contest will be judged by a committee, which will number among its members such individuals as Frank T. Stone, president of the National Association of Retail Druggists, G. Barrett Moxley, president of the Kiefer-Stewart Drug Co., Indianapolis and Dr. Melvin T. Copeland, of the Graduate School of Business Administration of Harvard University. Complete details will be announced in the near future.

Hearing on Price Maintenance Bill

The maintenance of retail prices was discussed from all angles, before a meeting of the House Committee on Interstate and Foreign Commerce, held late in April. The Kelly Bill, which would legalize retail price maintenance, was attacked by representatives of department stores and retail dry goods houses, Lou Hahn, attorney for the National Dry Goods Association, having been in charge of presenting the case of the bill's opponents. Representatives of retail druggists' associations spoke in favor of the bill and an endorsement was given it by the Barber's Supply Dealers' Association. Representative Kelly, of Pennsylvania, author of the bill, together with others, organized those in favor of the measure. W. L. Crounse, Washington representative of the American Manufacturers of Toilet Articles, consulted with the proponents of the bill.

Among the members of the Insecticide & Disinfectant Manufacturers Association who have left or will leave for Europe this spring M. M. Marcuse, President, West Disinfecting Co., New York; S. S. Selig, President, The Selig Company, Atlanta; W. H. Gesell, Vice-President, Lehn & Fink Products Company, Bloomfield, N. J.; Earl A. Dolge, President, C. B. Dolge Co., Westport, Conn.; and Dr. William Dreyfus, Chemical Director, West Disinfecting Co., New York.

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OF GRAESSER-MONSANTO MANUFACTURE



The uniformity of successive shipments, in both color and odor, has invariably commanded the preference of leading manufacturers. Made by the Graesser-Monsanto Chemical Works, Ltd., Ruabon N. Wales, premier producers of refined coal tar distillates since 1867.

WE SHALL BE PLEASED TO RECEIVE YOUR INQUIRIES CONCERNING
CRESYLIC ACID, ORTHO CRESOL, META CRESOL, PARA CRESOL,
PURE CRESOL AND SPECIAL TAR ACID FRACTIONS

Specialists in

ESSENTIAL OILS

*For Manufacturers of Soaps
Insecticides, Disinfectants,
and Allied Products*

Oil Citronella	Oil Sassafras
Oil Cedar Leaf	Oil Cedarwood
Oil Hemlock	Oil Geranium
Oil Lavender	Oil Rosemary

Methyl Salicylate



D. W. HUTCHINSON & CO., Inc.

Established 1896

45 Cliff Street

- - - -

New York City

Insects More Deadly Than Bullets

AS AN introductory measure, somewhat as a try-out, the Publicity Committee of the Insecticide and Disinfectant Manufacturers Association prepared and broadcasted the following publicity story. The co-operation of the industry has been asked as a means of having the story reprinted in as many local magazines and newspapers as possible, as a means to stimulate the sale of all disinfectants and insecticides. Extra copies of the article may be secured from Evans E. A. Stone, care Standard Oil Co., 26 Broadway, New York, or from John Powell & Co., 12 Water St., New York.

CALCULATED in human lives, the depredations of the cockroach, bedbug, housefly, mosquito, flea, and other insects, are a hundred times greater each year than the fatalities from wars, calamities, and accidents, according to Major M. A. Reasoner, sanitation and health expert of the United States Army Medical Corps. More diseases among human beings are transmitted by these insects than by any other means. They are the indirect cause of millions of deaths throughout the world which might be prevented could these disease carriers be killed off completely and their breeding places wiped out.

In the malaria infected districts of the United States, Southern Europe, and the tropics, the fight against this disease has long since centered on the mosquito breeding places, for this insect has been known to be the exclusive carrier of the malady. Although the consumption of quinine for the treatment of malaria runs into tons, the killing off of the mosquitoes both inside of the house and out has proved the most effective preventive "medicine," and public health authorities are now urging a ruthless warfare on this and all other insects which infest human habitations.

For years, the reason for screening houses and fighting insects with insecticides has been for the sake of comfort chiefly. The average layman has seen in the mosquito, the cockroach, the bedbug, the housefly, and other insects only a buzzing or crawling nuisance. As a menacing disease carrier, the Army Medical Department and municipal and federal health departments have always dealt with the insect accordingly. Comfort was not so much thought about. A soldier is supposed to stand discomfort and grin, but when it comes to inoculating an army with the germs of malaria, typhoid, yellow fever, dysentery, or other disease via the bite of an insect, and incapacitating large numbers of men, this is another matter.

Gradually, the Army idea in insect extermination as a means of prevention of disease is becoming more general. Flies have long been known to be carriers of almost any deadly germ on their hairy feet. "Swat the fly"

has been preached by health authorities for some years. The public recognizes the fly as a dangerous insect, but it does not appreciate that the mosquito, the roach or water-bug, the innumerable types of fleas which infest stray cats, rats, dogs, and wild life, and a myriad of other insects are all carriers of disease.

The bubonic plague, supposedly carried by the rat, is in fact transmitted by the fleas which infest the rat. The rat minus his fleas is far less dangerous, because it is the latter which transmit the disease to man. Yellow fever patients could mingle intimately with the well without fear of infecting the latter if the mosquito did not carry the germ from the sick to the healthy on his germ-laden bill. The same is true of malaria. In a house completely rid of flies and kept free of them by vigorous use of insecticides, many potential carriers of typhoid fever are eliminated.

Insects mean potential disease, say health authorities, and to eliminate them is to protect health. Two methods are recommended for killing the living, flying or crawling bug. First to use a spray insecticide regularly in and about dwellings and nearby buildings, or to distribute a powdered or liquid insecticide in crevices, moldings, and other places which insects frequent, thoroughly covering the breeding places if they can be located. For the killing of eggs, and other forms before they are fully developed, spraying with an insecticide or a disinfectant in suspected places such as stagnant pools of water, around drains, and the like, has proven effective. An egg or insect killed off early in the Spring means that some several thousand descendants will be automatically eliminated from their disease-carrying ventures during the warm months of the Summer.

...

Poisonous insecticides, fungicides, germicides, and antiseptics in containers approved by the Postoffice Department may be shipped by mail if the Frazier Bill, which has passed the Senate, becomes a law. Complete description of the package required will be published in SOAP when and if this is received from the postal authorities.

STEEL TANKS

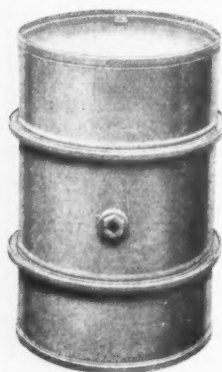
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Special attachments

Trageser Steel Drums— *are built to last!*



THEY make ideal containers for liquid soaps, disinfectants, cleaning preparations, essential oils, vegetable oils and other liquid products.

30 - 55 - 110 GALLON SIZES
BLACK - GALVANIZED - TINNED

We also make Removable Head Drums and Steel Nesting Cans For Semi-Liquid or Paste Products

JOHN TRAGESER STEAM COPPER WORKS

451 WEST 26th STREET

NEW YORK CITY

On to Quebec!

The mid-summer meeting of the Insecticide & Disinfectant Manufacturers Association will be held June 14, 15, 16 at Quebec. You are invited to attend. Full details are given on Pg. 45.

Glycerin Up On English Strike

With British soap plants shut down as a result of the general strike, Germany is quoting higher for glycerin shipment and the market in the United States has moved upward, according to Parsons & Petit, New York. Under date of May 7, regarding dynamite glycerin, they state: "To a market already strengthening, impetus was added as a result of the British general strike, because of which, it is reported, the soapworks there, have shut down. Buyers who have hesitated about covering their nearby needs, because of the apparent weakness, which appeared here, two or three weeks ago, have been confronted with an advance, of very sudden appearance and have been obliged to pay much more than they anticipated. May has brought 23c and is now held at 23c to 24c with Eastern goods quoted at 25c and very scarce. Purchases of German Glycerin are reported to have been made, at the equivalent of 22c duty paid, laid down here, for May shipment. Other European sources of supply, quote the equivalent of 23¼c. Quotations today, are higher from Germany. Experience has proven, that the arrival of Continental European shipments, are uncertain and especially at this time, should this be taken into consideration, for May shipment might not get here until late June, so that those who may be figuring on even an early June arrival, are likely to meet with disappointment. For forward requirements, purchases abroad, will undoubtedly work out all right.

Owing to light stocks on the other side, it is to be expected that prices will be advanced there, as the demand increases. By mail from Paris today, we are informed that the manufacture of Soap is very much curtailed in that country and the owners of Glycerine are extremely independent. The large Powder people in America, are apparently well supplied, but there are a number of the smaller manufacturers, who carry no reserve and who come into the market from time to time as they need the raw material; and then, there are many other industries, which use this grade and the Tobacco and Pharmaceutical trades, which are constantly purchasing Chemically Pure, all of which makes for a gradually increasing consumption of Refined, which the domestic production, can hardly keep pace with. We do not see much hope for lower prices, unless conditions in Europe, are not properly stated. Crude: The demand is extremely good, but it is difficult to locate any lots of size. Saponification is nominally 17¼c to 17½c basis of 88% loose, and Lye has been sold at 15¾c

basis of 80% loose, delivered. Chemically Pure: The price has been raised to 24c in bulk and in some cases 24½c is asked. Brisk trading, is said to be the rule."

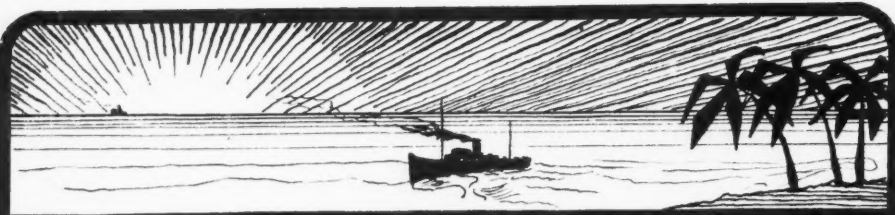
Alcohol Makers Combine

American Solvents & Chemical Corp., is the name of the new alcohol manufacturing company formed by the merger of Crescent Industrial Alcohol Co., New Orleans, Everett Distilling Co., Everett, Mass., Jefferson Distilling & Denaturing Co., Harwey, La., Western Industries Co., Agnew, Cal., and Witbeck Chemical Corp., Albany, N. Y. The company has opened offices at 285 Madison Ave., New York. The officers of the new corporation are H. I. Pfeffer, president, A. J. Pell and B. R. Tunison, vice-president, and L. S. Bacharach, secretary and treasurer.

A statement, recently issued by the company states "that the merger of these corporations not only makes possible many economies, but through the pooling of individual experience, development, processes, patents, etc., gives to the trade the latest and proven results of the combined efforts of the industry. The management of the corporation will be in the hands of men who have had many years experience in the alcohol and chemical industries."

As the result of the continued exclusion of Zanzibar from the East African Customs Union, one large soap factory has been transferred to Mombasa. The production of the lower grades of soap is admittedly increasing rapidly in East Africa, while the resources for the manufacture of higher grades are limited, the market afforded by the native purchaser of lower grades is of great extent and is hardly tapped. Local production of those grades is accordingly capable of great expansion. During the first half of 1925, Kenya and Uganda imported soap to the value of £45,320, of which 70 per cent. came from the United Kingdom. Tanganyika Territory imported soap to the value of £7,414, of which 30 per cent. came from the United Kingdom and 49 per cent. from Zanzibar. Zanzibar itself imported soap to the value of £3,108, of which 59 per cent. came from the United Kingdom.

H. O. Alderman, president of Alderman-Fairchild Co., Rochester, lithographers and manufacturers of fancy boxes, sailed for Europe early this month. Mr. Alderman will be away for two months and while abroad expects to secure several new designs to be used on soap and perfumery packages.



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Greases from steamer to factory
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Market Report on TALLOW, GREASES AND OILS

(Written May 11, 1926)

The market for fats, oil and greases has recovered, somewhat, from the slump taken a month ago, and some of the items in the list have regained, or at least partially recovered, some of the ground lost then. The market has been most active during the last week of the period, with buyers showing more interest in the general line than for some weeks past. Experienced observers say, however, that there is little stability in the change. Coconut, cottonseed, palm and soya bean oils are all at higher levels. Tallow eased off during the period. Good inquiry is reported for olive oil foots, at least for spot goods, but interest in futures has been limited owing to high prices asked.

COCONUT OIL

This oil has seen considerable activity, during the past week, and taking the period as a whole, has excited more interest than for some weeks past. Business was done on spot, at prices ranging from 9½c to 9¾c, in tank car lots. Holders are asking slightly higher prices for futures, 9¾c being asked for goods nearby, with 9¾c the inside for later arrivals. On the Coast tank cars are at 9¼c, for immediate shipment oil and at 9c for futures. Spot barrels are selling at 10¼c to 10¾c.

COTTONSEED OIL

Bullish sentiment in producing sections, coupled with added interest in selling centers, sent prices to higher levels. Crude sold between 11¾c and 12c, during the week closing, while P.S.Y. advanced to 13¼c and 13½c. Some mills have already closed down and it is reported that others are expected to cease operating shortly. Unsold supplies of oil are said to be unusually small. Adverse Government weather reports have also done their share in boosting prices.

OLIVE OIL FOOTS

Consumers have shown considerable interest, during the past week, and have taken good quantities off the market, but it is said that the market has no stability and is very liable to drop back into the lethargy, which has characterized it for some months past. Sales of Spanish futures are named inside at 8½c, with noted, although this figure represents the spot market in most instances. Spot Italian goods were sold at 8½c to 8¾c. Interest in futures

is practically at a standstill, owing to the fact that higher than spot prices are being asked. Spanish futures named inside at 8½c, with Italian at 8¾c.

OLIVE OIL

Commercial grades are named at from \$1.20 to \$1.22 a gallon, but sales at lower figures have been noted. A fair demand is in evidence, with goods moving into consuming channels in a routine manner.

PALM OIL

Since the strike in England palm oil has been the center of not a little activity and higher prices have resulted. Importers of Niger oil have experienced difficulty in keeping their stocks moving and there is considerable speculation as to how serious the situation may become if the strike is not speedily settled. Spot sales of Niger at 8¼c, have been noted, with spot Lagos ranging between 8½c and 8¾c. Niger futures are offered between 7¾c and 7¾c, with Lagos oils, for future shipment, at 8¼c to 8¾c.

PALM KERNEL OIL

Palm kernel oil has been selling well on spot at prices ranging between 9½c to 9¾c, for goods in casks. Little interest is being shown in futures as sellers are asking prices considered too high to be interesting.

PEANUT OIL

Little change is noted in this market. Inquiries have not been heavy, with prices at 11c a pound f.o.b. mills, slightly lower than a month ago.

SOYA BEAN OIL

This market recovered some of the ground lost in the unusually dull period of a month ago, but nothing out of the ordinary in the way of interest or buying has been reported. Oil in sellers' tank cars, on the Coast, was moved at 10c.

STEARIC ACID

The general market has dropped to the lower levels reached by outside sellers last month. Double pressed goods can be had from 13¾c to 14¼c, and triple pressed acid is offered between 16¼c to 16¾c, according to quantity.

TALLOW

Regular brands of extra tallow are being offered at 8¼c f.o.b. mills, but some sales, of so-called outside goods, have been reported

Crude Corn Oil

Crude Soya Bean Oil

5% Yellow Olive Oil

Edible Sesame Oil
(10 Yellow, 1 Red)

Deodorized Cotton Oil

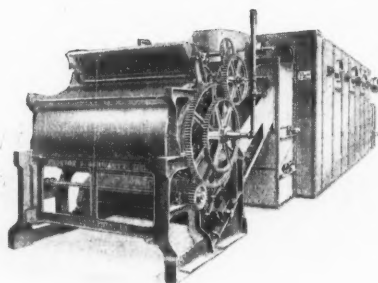
Salad Oil

Palm Kernel Oil (Bhls.)

Palm Oil (Casks and Bhls.)

Welch, Holme & Clark Company
563 GREENWICH STREET -:- NEW YORK CITY

**New dryer for
thin chip soap!**



Chilling rolls that produce the popular, very thin chip—a dryer that is radically new and improved throughout.

This combination in the new Proctor Chip Soap Dryer offers the opportunity of producing the fastest-selling laundry chip soap, at a new high rate of efficiency and a degree of operating economy never before achieved. The outstanding economies are savings in floor space, steam and power.

The sizes and capacities of the machines being built appeal alike to large and small manufacturers. Write and let us acquaint you with the new features of design and their proven advantages.

PROCTOR & SCHWARTZ, INC.
PHILADELPHIA, PA.

down to 8½c delivered. This leaves this material ½c under the closing price of a month ago. South American tallow has been too high to cut any figure in the market, during the past few weeks.

GREASES

Absence of good demand sent grease prices to lower levels, during the period closing. House is now offered inside at 7½c, white ranges from 8½c to 10c and yellow is quoted between 7½c and 8c per pound. The market is steady at these figures and late in the period somewhat increased interest was shown by buyers.

FISH OILS

No better than ordinary movement of these oils has been in evidence and prices remain unchanged. The cod oil market stands at 60c to 62c a gallon, for spot oil in barrels. Whale, natural winter, is named at 78c, with bleached at 80c and extra bleached at 82c. Light pressed menhaden is quoted between 65c and 67c, with offerings of crude inside at 47c and not causing much interest at that price.

Patterson Foundry & Machine Co., East Liverpool, O., has issued an attractive catalogue describing the agitating and mixing machinery, which the company manufactures.

Bureau of Raw Materials for American Vegetable Oils and Fats Consuming Industries has filed a petition asking that transcontinental railroads absorb 35c a ton handling charges, on coconut oil made on the Pacific Coast, from copra imported from the Orient. John B. Gordon, representing the Association, stated that such an absorption would place imported and domestic made oil on a basis of equality.

Count Alexander von Holtzendorff, managing director of Anton Deppe Sohne, Hamburg-Billbrook, Germany, arrived in New York May 3 on the Albert Ballin. He will stay about a month. His headquarters are at the office of Magnus, Mabec & Reynard, Inc. who have represented his firm in North America for the past eighteen years.

Superfos Co., New York, has moved from 25 Spruce street to 535 Pearl street, where an entire floor, containing 3,000 square feet of space, will be occupied. Considerable warehouse space, together with a laboratory, are available at the new location.

Washing powders and fluids, valued at \$21,835, were exported in February. The tonnage reached 359,946 pounds.

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A new low priced soap odor!



A real low priced oil especially adapted for overcoming by-odors and imparting a lasting aroma to your soap.



Samples cheerfully supplied on request.

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THE Mysore Government distills and sell only one grade of Oil, a strictly pure genuine Sandalwood Oil put up in distinctive cans and cases, labelled and serially numbered. Oil supplied in other styles of containers may be U. S. P., but we can accept no responsibility for its genuineness or its freedom from adulteration. The buyer who specifies Mysore Oil should receive it in original containers and is then absolutely protected. This oil we offer exclusively in labelled containers. Further protection is insured by the smaller label placed over the cap. This label is numbered and a complete record of each case shipped is kept by us.

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Market Report on ESSENTIAL OILS AND AROMATICS

(As of May 8, 1926)

Among some of the essential oils, keener competition and larger stocks brought out lower prices during the early part of May. No violent revisions were registered, the changes being of the usual routine market range. Bergamot after reaching high levels in April, dropped back as demand became quiet and speculative attention in Sicily was directed to lemon oil. Competition in cedarwood still held prices at excessively low figures as the period closed. Geranium was dull, anise oil was easy, and cloves eased off during the month. Methyl salicylate was cut by makers in competition.

OIL ANISE

Lower prices were noted for both technical and redistilled anise oil as the period ended. Quotations in the New York market were down 2c to 3c per lb. Technical sold at 58c and U.S.P. at 62c to 65c at the close. Supplies were reported somewhat heavier.

OIL BERGAMOT

During the first week of May, interest in bergamot was considerably less than previously with a consequential easing of the market. The price on May 8 was \$6.00 a drop from \$7.00 of a month ago. Interest of speculators abroad who have been holding bergamot up, is reported to have switched to lemon oil. Bergamot is not receiving strong support in primary markets, and stocks are ample, reports state.

OIL CANANGA

The rising tendency has continued and prices are now up to \$4.10 to \$4.25 for native oil and \$4.50 to \$4.60 lb. for refined. Stocks here are small.

OIL CEDARWOOD

Selling competition has driven the price for spot cedarwood in drums down to 21c and in some cases to 20c lb. This oil looks cheap at any figure approaching 20c for a good quality. Appears a good buy for the soap trade if the quality is right.

OIL CITRONELLA

Supplies of citronella, both Java and Ceylon oils, remain heavy and constitute a menace to prices. At the same time, prices have resisted pressure during the month quite successfully

and appear a trifle firmer at current levels than previously. The low price of geranium is still affecting citronella and geraniol consumption. Ceylon oil spot in drums at 45c to 50c lb.; Java from 75c to 90c as to seller.

OIL GERANIUM

Although consumption has been extremely heavy, stocks of geranium remain fairly large. Sufficiently large, coupled with primary market depression, to hold prices down, stocks are apparently now on the decrease all over the world. The producers out in the islands are straining every effort to cut output down. What the low price has not done, they probably will do. Geranium is at its lowest point in twelve or fourteen years. It is still a buy for those who are looking ahead. Spot, best qualities, \$2.90 to \$3.00 for Bourbon. African \$3.25 to \$3.50 lb.

OIL LAVENDER

Has held steadily with little change. Good grade flower oils is selling at \$4.25 lb. to \$5.00 as to quality and seller. Demand is fair. Spike at \$1.00 up as to quality.

OIL PEPPERMINT

Has been quiet during the month and all attention is directed toward 1926 acreage and production. Routine needs are being filled from spot stocks at \$14.00 for natural and \$14.75 for U.S.P. oil in cases.

TERPINEOL

Retains the firmer position noted last month. Competition is not depressing the market as greatly as several months ago. Prices are maintained at 30c lb. for drums ranging up to 33c as to seller and quality.

METHYL SALICYLATE

Artificial wintergreen is again lower on a competitive fight among the salicylate manufacturers. Now down to 37c to 42c lb. for cases with goods in drums slightly lower than this. At these prices, wintergreen is one of the lowest cost odors.

COUMARIN

Keen competition between makers broke the price sharply during the month and the large quantity is now \$2.50 lb. Smaller lots range up to \$2.95. Demand has been fair.

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for oils, waxes, greases and fats than the sol-
vents commonly used—therefore they are
ideal for incorporation with Soaps and Deter-
gents destined to be used in textile processing.



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A Standard Held High for 87 Years

Market Report on SOAP AND DISINFECTANT CHEMICALS

(As of May 10, 1926)

The effect of the British strike on the markets for chemicals appears to be the outstanding development during the first week of May. In the case of glycerin and cresylic acid, a material strengthening has been noted. Glycerin, in fact, staged a sharp rally as English soap plants were reported closed and German offers for shipment were made at higher prices. Such chemicals and allied products as are shipped to England have had somewhat of a slump, as might be expected. General demand for chemicals during May thus far has been slightly more active than April and the scare of poor business has apparently passed.

ACID CRESYLIC

Heavy demand developed here as the English strike was called, consumers covering for the period which they believed English goods would not be available. Prices tended to move upward, but at the close, no marked advance had been scored, responsible factors here holding the market firm. Dark acid was in small supply at 63c to 68c gal. spot. Pale 97-99 was held at 63c up to 70c gal.

ALKALIES

Shipments of both ash and caustic showed in good volume for the first week in May. The composite figures will probably show an increase over April business. Soapers are taking full contract quantities and apparently consumption is keeping well up with shipments. Prices are firm and unchanged at manufacturers' schedule.

GLYCERIN

The closing down of English soap plants and immediate higher prices for shipment of German crudes brought higher prices in the American market. The market had already turned firmer here and the English strike had the effect of tightening the situation considerably. Dynamite moved up to 23c in Mid-West markets and some sales in the East were reported at 24c. C. P. material went to 24½c. Stocks of crudes were very small at the close and prices were higher at 17¼c to 17¾c for 88% saponification and 15¾c up for lye basis 80% loose. If the strike in England continues, higher prices for glycerin appear likely. France is not in a position to supply any quantities and American consumers will be forced to turn to

American goods or pay German prices, said to be equal to 22c duty paid New York for May shipment of dynamite.

ROSINS

The sharpest drop in rosin prices during the past six or eight months occurred between April 15 and May 8. All grades went off as the new season approached and consumers cut their purchases to the minimum. From Europe come reports of sharp increase in output, both actual and expected. In New York, rosins commanded at the close, \$7.50 bbl. for B against \$9.70 a month ago; D \$8.25, E \$9.50, F \$10.75, G \$10.85, H \$11.00, I \$11.25, K \$11.75, M \$12.25, N \$13.25, WG \$13.50, WW \$14.00. The declines run from \$2.00 to \$2.50 per bbl. during the period. At the same time, stocks in both Jacksonville and Savannah show no increase in spite of the weakness of the market. MN rosin at Jacksonville commanded \$10.50 and \$11.00; at Savannah, the same price.

CAUSTIC POTASH

The demand for caustic potash has been active thus far in May with good shipments reported from the American maker and by importers. Consumers continue to display interest in the market. Prices are the same as have ruled for some time past, 7¼¢ and 7½¢ lb. works or N. Y.

TRISODIUM PHOSPHATE

Although it is somewhat easier for consumers to secure stocks, the sold-up position of makers does not show a great change. Demand continues active and movement of goods large. Prices are the same at 5c lb. bbls. at works.

INSECT POWDER

Demand for insect powder for repackers and manufacturers has been quite heavy, but the market has been held down somewhat by competition. As to quality, prices for pure powder in barrels ranged from 23c lb. up to 28c. Flowers and stems ground together sold at 18c. The position of insect flowers appears stronger.

AMMONIA

Ammonia water remained quiet and unchanged during the period. The keen competition noted several months ago appears to have disappeared. For 26 deg., 4c to 5c lb. was quoted. Ammonia carbonate was held at 11c lb. up as to seller and grade. The English strike has strengthened the market for carbonate here.

PARSONS & PETIT

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OLIVE OIL FOOTS CAUSTIC POTASH
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Liquid Chlorine.

CAUSTIC POTASH CAUSTIC SODA
(Flaked, solid or liquid)
PARADICHLOROBENZENE

NIAGARA ALKALI COMPANY
9 EAST 41ST STREET, NEW YORK CITY

JOSEPH TURNER & CO.

Sales Agents for Caustic Soda and Bleach, 19 Cedar Street, New York

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CURRENT PRICE QUOTATIONS

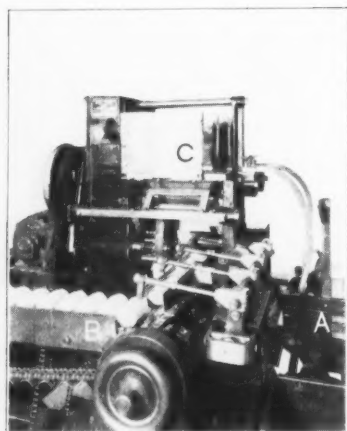
Chemicals

Acetone, U. S. P., drums	113	114
Acid, Boric, bbls.	99 1/2	100
Cresylic, 95% alk., drums	62	65
97-99% pale, drums	65	70
Formic, 85% tech.	101 1/2	111
Oxalic, bbls.	111	113
Salicylic, tech.	30	35
Sulfuric, 67% chys.	96	97
Adeps Lanae, hydrous, bbls.	18	23
Anhydrous, bbls.	20	25
Alcohol, Ethyl, U. S. P., bbls.	5.00	5.25
Alcohol, Ethyl, U. S. P., bbls.	5.00	5.25
Complete Denat., No. 5, drums ext. gal.	30	40
Ammonia Water, 26 deg., drums wks.	94	96
18 deg. drums wks.	93 1/2	94
Ammonium Carbonate, tech., bbls.	11	14
Bay Rum, Porto Rico, denat., bbls.	85	95
St. Thomas, bbls.	90	100
Benzaldehyde, U. S. P.	1.20	1.40
Technical	70	75
Bleaching Powder, drums	2.40	3.00
Borax, pd., cryst., bbls., kgs.	95 1/2	96
Carbon Bisulphide, drums	96	97
Carbon Tetrachloride, drums	97	98
Caustic, see Soda Caustic, Potash Caustic		
China Clay, filler	20.00	40.00
Cresosote, U. S. P., carbys.	42	45
Cresol, U. S. P., carbys.	18	20
Cresosote Oil, drums	14	17
Diethyl Phthalate, drums	36	40
Epsom Salt tech.	100 lb.	2.00
U. S. P., bbls.	100 lb.	2.50
Formaldehyde, bbls.	99 1/2	100
Fullers Earth, bags	25.00	35.00
Glycerin, C. P., drums	24 1/2	25
Dynamite, drums	23	23 1/2
Saponification, tanks	17 1/4	18
Sour Eye, tanks	15 1/4	16
Hexalin, drums	4.75	5.00
Iodine, resubl. jars	4.65	4.90
Iodoform, bottles	6.00	6.50
Kieselguhr, bags	65.00	75.00
Lanolin, see Adeps Lanae		
Lead Acetate (Sugar Lead), white	15	16
Lime, live, bbls.	1.10	1.20
Menthol, cases	5.40	5.75
Synthetic	4.75	5.00
Mercury Bichloride, kgs.	1.30	1.40
Iodide, boxes	4.30	4.50
Oxide, boxes	2.00	2.10
Ammoniated (White Pet.)	1.64	1.70
Naphthalene, ref. flakes, bbls.	96 1/2	98
Nitrobenzene (Mylbane), drums	10	11
Paraffin, cases, slabs	97 1/2	10
Paradichlorobenzene, bbls.	22	24
Parafomaldehyde, cases	45	50
Petrolatum, bbls. (as to color)	93	13
Phenol (Carbolic Acid), drums	23	25
Pine Oil, bbls.	66	75
Potash, Caustic, drums	97 1/2	98
Potassium Bichromate, cases	99	99 1/2
Pumice Stone, powd.	100 lb.	3.00
Resins (600 lb. bbls. gross for net)		
Grade B to H, basis 280 lb. bbl.	9.70	14.00
Grade K to N	15.25	16.00
Grade WG and WW	16.20	16.50
Rotten Stone, powd., bbls.	92 1/2	95
Silica, Ref., floated	20.00	30.00
Soda Ash, Contract, wks., bags	1.38	1.50
Five bbls. up, local	2.29	2.50
Soda Caustic, Contract, wks., sbl.	3.10	3.40
Five drums up, solid, local	3.76	3.90
Five drums up, grnd. flk.	4.41	4.65
Soda Sal, bbls.	1.30	1.50
Soda, Sesquicarbonate, bbls.	3.00	4.75
Sodium Chloride (Salt)	13.00	20.00
Sodium Hydrosulphate, bbls.	24	28
Sodium Phosphate, bbls.	95	96
(Trisodium phosphate)		
Sodium Silicate, 40 deg., drums	80	1.25
Drums, 60 deg., wks.	1.70	2.00
In tanks, 10c less per hundred works.		
Zinc Stearate, bbls.	21	23

Oils—Fats—Greases

Castor, No. 1, bbls.	113 1/4	114
No. 3, bbls.	112 1/4	113
Blown, bbls.	—	15 1/2
Cocunut, Ceylon, bbls., N. Y.	101 1/2	103 1/4
Tanks, Coast	99 1/4	99 1/4
Cochin, bbls., N. Y.	—	—
Tanks, N. Y.	101 1/2	104 1/4
Manila, bbls., N. Y.	99	99 1/4
Tanks, Pacific Coast	—	13
Edible, bbls., N. Y.	—	—
Cod, Newfoundland, bbls.	60	65
Tanks, N. Y.	58	60
Copra, bags	—	95 8
Corn, ref., bbls., N. Y.	13	13 1/2
Crude, tanks mills	—	11 1/4
Bbls., N. Y.	—	11 1/4
Cottonseed, crude, tanks mill	—	12
PSY, bbls., N. Y.	13 1/2	14
Degras, Amer., bbls., N. Y.	95	95 1/2
English, light, bbls., N. Y.	95 1/4	95 1/2
Brown, bbls., N. Y.	95	95 1/2
Light brown, bbls., N. Y.	94 1/2	94 1/4
Dark, bbls., N. Y.	94	94 1/4
Neutral, bbls., N. Y.	—	10
Moellon, bbls., N. Y.	—	50
Greases, choice white, bbls., N. Y.	12 1/4	13
Yellow	97 7/8	97 7/8
Brown	—	97 7/8
House	—	97 7/8
Rome naphtha	—	97 7/8
Lard, prime steam, bbls.	15 1/4	15 1/4
Compounds, bbls.	15	15 1/2
Lard Oil, edible prime	—	16 1/4
Off prime, bbls.	—	14 1/4
Extra, bbls.	—	12 1/4
Extra, No. 1, bbls.	—	12
No. 2, bbls.	—	12
Linseed, raw, bbls., spot	104 1/4	11
Tanks, raw	99 1/4	10
Boiled, 5 bbl. lots	111 1/2	12
Menhaden, crude, bbls., works	—	55
Crude, tanks, Balt.	—	53
Light pressed, bbls.	65	65
Yellow, bleached, bbls.	68	70
Extra bleached, bbls.	70	72
Oleo Oil, No. 1, bbls., N. Y.	—	13 1/4
No. 2, bbls., N. Y.	—	12 1/4
No. 3, bbls., N. Y.	—	12
Olive, denatured, bbls., N. Y.	1.20	1.20
Edible, bbls., N. Y.	2.00	2.30
Foots, bbls., N. Y.	98 1/4	98 1/4
Shipments	98 1/4	98 1/4
Palm Lagoa, casks	98 1/4	98 1/4
Niger, casks	98 1/4	98 1/4
Palm Kernel, bbl., N. Y.	99 1/2	10
Peanut, refined, bbls., N. Y.	15	16
Crude, bbls., N. Y.	—	12 1/4
Red Oil, distilled, bbls.	10	10
Saponified, bbls.	10 1/2	11
Tanks	10 1/4	10 1/4
Soya Bean, crude, tks., Pacific Coast	10	10 1/4
Crude, tanks, N. Y.	—	13
Crude, bbls., N. Y.	—	12 1/2
Refined, bbls., N. Y.	—	14
Stearic Acid, s. p. 200 lb. bags	—	13 1/4
Double pressed	13 1/4	14
Triple pressed, bags	16 1/4	17
Stearine oleo, bbls.	11 1/4	12
Tallow, edible tierces	99 1/4	99 1/4
City, extra house	98 1/4	98 1/4
Tallow oils, acidless, tanks, N. Y.	—	11 1/4
Bbls., c. l., N. Y.	—	13
Whale, nat. winter, bbls., N. Y.	—	78
Blehd., winter, bbls., N. Y.	—	80
Extra blehd., bbls., N. Y.	—	82

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BENZOPHENONE

The aromatic which makes the added perfume carry further in soap products

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Cedar
Citron
Java
Cloves
Copal
Eucalypt
Fennel
Geranium
Rosa
Hemp
Lavender
Spike
Lemon
Linal
Neroli
Petal
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Pine
Rose
Bulg
Artificial
Rosen
Teel
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Sassa
Artificial
Spear
Spruce
Thyme
White
Teel
Vetive
Java
Ylang

CURRENT PRICE QUOTATIONS

(Continued)

Essential Oils

Almond, Bitter, U. S. P., cans.....lb.	3.00	3.50
Bitter-ol, P. A.,lb.	3.25	3.75
Sweet, cans.....lb.	.90	.95
Apricot, Kernel, cans.....lb.	.60	.65
Anise, Tech., cans.....lb.	.58	.62
U. S. P. cans.....lb.	.63	.68
Australian Sandalwood.....lb.	5.00	5.50
Bay, tins.....lb.	2.10	2.20
Bergamot, coppers.....lb.	6.00	6.75
Artificial, cans.....lb.	2.00	2.20
Birch Tar, rect., bot.,lb.	.30	.60
Cedre, tins.....lb.	.20	.25
Bois de Rose, tins.....lb.	3.10	3.25
Cade, cans.....lb.	.28	.30
Cajuput, native, tins.....lb.	.75	.80
Calamus, bot.,lb.	3.75	4.00
Camphor, Sassy, drums.....lb.	.14	.14
White, drums.....lb.	.11	.12
Cananga, native, tins.....lb.	4.10	4.25
Rectified, tins.....lb.	4.50	4.60
Cassia, 80-85%.....lb.	2.00	2.25
Redistilled, U. S. P., cans.....lb.	2.50	2.75
Cedar Leaf, tins.....lb.	.85	1.00
Cedar Wood, light, drums.....lb.	.24	.23
Citronella, Ceylon, drums.....lb.	.45	.48
Java, drums.....lb.	.75	.80
Cloves, U. S. P., cans.....lb.	1.80	1.90
Copaiba.....lb.	.40	.45
Erigeron, 20 lb. tins.....lb.	6.25	6.50
Eucalyptus, Austl., U. S. P., cans.....lb.	.52	.55
Fennel, U. S. P., tins.....lb.	.80	.90
Geranium, African, cans.....lb.	3.25	3.75
Bombon, tins.....lb.	2.75	3.00
Hemlock, tins.....lb.	.85	.90
Lavender, U. S. P., tins.....lb.	1.25	1.30
Spice, Spanish, cans.....lb.	1.00	1.30
Lemon, Ital., U. S. P., cans.....lb.	2.50	2.75
Lemongrass, native, cans.....lb.	1.05	1.10
Linaloe, Mex., cases.....lb.	3.00	3.25
Neroli, Bigarade, 1 & 1 lb. bot.,lb.	75.00	100.00
Pearle, 1 lb. bot.,lb.	100.00	125.00
Artificial, 1 lb. bot.,lb.	10.00	11.00
Nutmeg, U. S. P., tins.....lb.	1.75	1.80
Orange, bitter, tins.....lb.	2.70	2.75
Sweet, W. Ind., tins.....lb.	2.65	2.75
Italian, cop.,lb.	3.10	3.50
Distilled.....lb.	1.70	1.80
Origanum, cans tech.,lb.	.25	.28
Patchouli.....lb.	6.75	7.00
Pennyroyal, dem.,lb.	2.50	2.75
Imported.....lb.	2.40	2.60
Peppermint, nat. cases.....lb.	14.00	14.50
Redis, U. S. P., cases.....lb.	11.75	15.25
Yan demen (tin bond).....lb.	3.00	3.25
Petit Grain, S. Am., tins.....lb.	2.25	2.30
Pinus Sylvestris.....lb.	.85	1.25
Pumilio, U. S. P.,lb.	2.25	2.50
Rose, French.....lb.	9.00	9.50
Bulgarian.....lb.	9.50	11.00
Artificial.....lb.	2.00	2.75
Rosemary, U. S. P., drums.....lb.	.50	.60
Tech., lb. tins.....lb.	.40	.45
Sandalwood, E. Ind., U. S. P.,lb.	7.10	7.25
W. Indian (Amayris).....lb.	2.10	2.25
Sassafras, U. S. P.,lb.	.80	1.00
Artificial.....lb.	.27	.30
Spearmint, U. S. P.,lb.	6.90	7.00
Spruce.....lb.	.85	.90
Thyme, red, U. S. P.,lb.	.80	.90
White, U. S. P.,lb.	.95	1.00
Tech.,lb.	.65	.70
Vetiver, Bourbon.....lb.	15.00	17.00
Java.....lb.	20.00	2.00
Ylang Ylang, Bourbon.....lb.	6.00	8.00

Aromatic Chemicals

ISOLATES

Anethol.....lb.	1.00	1.25
Citral.....lb.	2.75	3.00
Citronellal.....lb.	2.50	3.00
Eucalyptol, U. S. P.,lb.	.90	.95
Eugenol, U. S. P.,lb.	3.75	3.00
Geraniol, Domestic.....lb.	2.25	3.50
Imported.....lb.	2.50	3.75
Iso-Eugenol.....lb.	3.75	3.90
Linalol.....lb.	6.00	6.25
Rhodinal.....lb.	16.00	20.00
Safrol.....lb.	.29	.31
Thymol, U. S. P.,lb.	3.60	3.75

SYNTHETICS

Acetophenone, C. P.,lb.	3.50	3.75
Benzaldehyde, tech.,lb.	.70	.75
Benzyl Acetate.....lb.	1.35	1.50
Alcohol.....lb.	1.45	1.50
Benzoate.....lb.	1.40	1.25
Citronellyl Acetate.....lb.	7.50	9.00
Citronellyl Acetate.....lb.	13.00	14.00
Commurin.....lb.	2.50	2.75
Geranyl Acetate.....lb.	4.50	5.00
Heliotropin, dom.,lb.	1.75	2.00
Hydroxy-citronellal.....lb.	10.00	11.00
Indol, CP.....lb.	6.00	6.50
Ionone.....lb.	6.00	9.00
Linalyl Acetate.....lb.	8.00	9.50
Menthyl.....lb.	1.75	5.00
Methyl Acetophenone.....lb.	3.75	4.25
Anthranelate.....lb.	2.50	3.25
Paracresol.....lb.	8.00	9.00
Salicylate, U. S. P.,lb.	.37	.42
Mirbane, rect.,lb.	.14	.15
Musk, Ambrette.....lb.	7.00	8.00
Ketone.....lb.	9.00	10.00
Xylene.....lb.	2.75	3.25
Phenylacetaldehyde.....lb.	7.00	8.50
Phenylacetic Acid, 1 lb. bot.,lb.	3.00	3.25
Phenylethyl Alcohol, 1 lb. bot.,lb.	5.50	6.50
Terpinyl Acetate, 25 lb. cans.....lb.	1.25	1.35
Terpeneol, CP, 1,000 lb. drs.,lb.	.30	.31
Cans.....lb.	.32	.33
Vanillin, U. S. P.,lb.	4.25	.19

Miscellaneous

Insect Powder, blds.,lb.	.28	.30
Gums.....lb.		
Arabic, Anth. Stc.,lb.	.13	.14
White powdered.....lb.	.21	.25
Karaya.....lb.	.40	.45
Tragacanth, Aleppo, No. 1.....lb.	1.70	1.80
Sorts.....lb.	.60	.75
Turkish, No. 1.....lb.	1.20	1.30
Waxes.....lb.		
Bayberry, bgs.,lb.	.20	.22
Bees, white.....lb.	.38	.63
African, bgs.,lb.	.42	.45
Refined, yel.,lb.	.46	.48
Candelilla, bgs.,lb.	.35	.37
Caranba, No. 1.....lb.	.48	.50
No. 2, Yel.,lb.	.45	.47
No. 3, Chalky.....lb.	.38	.40
Japan, cases.....lb.	.18	.21
Paraffin, ref. 125-130.....lb.	.06	.07
Pine Oil, stim. dist.,gal.	.65	.70
Tar Oil, blds. dist.,gal.	.50	.55
Commercial grade.....gal.	.30	.35

LIGHTNING

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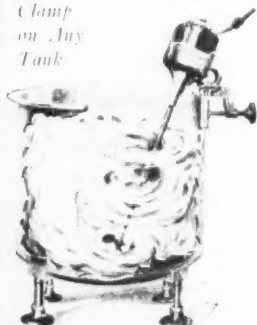
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Sole American Agents

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German Chemical Association Formed

A number of sectional and special associations of German dealers in drugs and chemicals formed a so-called Federal Association, "Reichsverband des Deutschen Drogen und Chemikalien Grosshandels E. V.", at a meeting held in Berlin on March 31, according to a report recently received by the Department of Commerce. This movement was led by four prominent sectional associations and a large number of firms which had heretofore never belonged to any society were recruited. About 260 firms are already numbered in the membership list. The Association headquarters have been established in Berlin W 9, Dessauerstrasse 26.

Membership has been grouped into four special sections: (1) Technical drugs and chemicals; (2) pharmaceutical drugs, chemicals and trade marked articles; (3) asphalt and tar products; and (4) paints and varnishes. An expert committee in its special branch heads each section. A special committee on foreign trade, including tariffs, has also been organized. These committees will function as advisory to the membership. The four leading societies now combined in the "Reichsverband" are:

The Verein des Drogen und Chemikalien Grosshaendler E. V., Berlin, the Verein Mitteldentscher Chemikalien Grosshaendler E. V., Magdeburg, the Sueddeutscher Verein des Chemikalien Grosshandels, Mannheim, and the Verein deutscher Teer und Teerproduktenhaendler, Berlin.

Agreements have been entered into between the Reichsverband and the Union of Medicinal Drugs and Specialty Dealers, of Frankfurt on the Main and the Federal Association of the Varnish and Paint Trade, to avoid all duplication in technical study through cooperation by respective expert committee.

Ralph E. Dorland, manager of the Dow Chemical Co.'s New York office, was in Midland, Mich., the week of May 2, attending the company's annual sales convention. Mr. Dorland visited the St. Louis office, in charge of Wilson I. Doan, before returning to New York.

France increased import duties April 17, the new rate being thirty per cent. higher than the old one. Goods shipped to France before that date are being admitted at the old rate.

"COLUMBIA BRAND"

Caustic Soda

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GROUND — LIQUID



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LIGHT —
DENSE

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Pittsburgh Plate Glass Co., Barberton, Ohio

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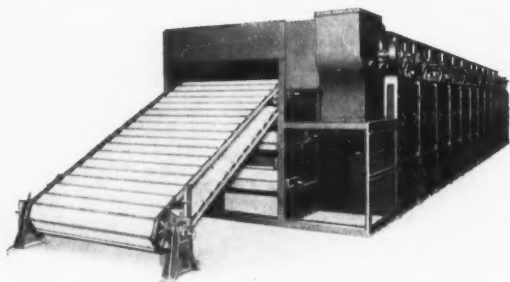
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C. G. SARGENT'S SONS CORP.

GRANITEVILLE

MASSACHUSETTS

C. L. Speiden, Innis, Speiden & Co., New York, returned from a two month's trip to Europe April 29. Mr. Speiden was called abroad by the illness of his father and he subsequently handled the business for which Mr. Speiden, Sr., had gone to Europe.

A. W. Koch, president of National Sales Corp., Cincinnati, dealers in bentonite and other fillers, sailed for Europe early this month. He will be abroad all summer, returning to the United States in September or October.

Mathieson Alkali Works, New York, have placed Daniel Townsend, president of the Fields Point Corp., Providence, R. I., in charge of New England sales. The address of the New England sales office remains unchanged—911 R. I. Hospital Trust Bldg., Providence.

Rosin exports totaled 51,446 barrels, valued at \$1,169,963, in March. The largest portion of this went to Argentina, Brazil, United Kingdom, Germany and Canada, with exports of approximately 9,000, 8,000, 6,500, 5,600 and 5,600 barrels respectively.

Castile Soap Only From Olive Oil

Castile soap, to be sold, labelled, marked and advertised as such must be made only from olive oil without admixture of other fats or oils, according to a decision of the Federal Trade Commission, issued May 12. Resolutions adopted Mar. 30 at a meeting of soapmakers with Commissioner Hunt at Washington, calling for the use of other oils or fats than olive in castile soap, have been denied by the Commission which stated that it cannot approve of the resolutions and the name castile can be applied only to olive oil soaps. Notice has been sent to all soapmakers and they are being given the opportunity to change voluntarily all labels, markings and advertising in accordance with the decision of the Commission, the latter states. A complete report of the hearing leading up to the decision was published in the April issue of SOAP.

Mathieson Alkali Works, New York, have appointed William A. Field sales manager of the Chicago office. Mr. Field succeeds J. B. Peake, who has resigned. Frederick H. Lowenberg has taken Mr. Field's place at St. Louis.

DIAMOND

QUALITY ALKALI

for

SOAP MANUFACTURERS

58% SODA ASH

(99% PURE)



76% CAUSTIC SODA

(ACTUAL TEST)

YOUR REQUIREMENTS WHETHER THEY CALL FOR A TON OR A CARLOAD
CAN BE EFFICIENTLY SERVED BY THIS ORGANIZATION.

DIAMOND ALKALI CO., PITTSBURGH, PA.

WAREHOUSE STOCKS IN ALL THE PRINCIPAL CITIES

LIQUIDATION LARGE SOAP PLANT

**No Reasonable Offer Refused
These Items Must Be Moved**

Crutchers—

- 1 Houchin-Aiken 1200# jacketed (Vert)
- 2 Houchin-Aiken 1400# jacketed (Vert)
- 1 Houchin-Aiken 3000# jacketed (Vert)
- 1 Strunz 1500# jacketed (Horz)

Cutters and Slabbers—

- 1 H-A wood frame cross cutting table (power)
- 1 H-A steel frame cross cutting table (power)
- 1 Huber wood frame cross cutting table (power)
- 1 Huber wood Slabber (hand power)
- 1 Houchin-Aiken wood Slabber (power)
- 1 Houchin-Aiken steel frame Slabber (power)

Dryer—

- 1 Proctor Automatic Soap Chip Dryer, 1200# per hour, complete with chilling rolls

Engine—

- 1 Troy 15 HP, 7"x7" Vertical Engine

Evaporator—

- 1 Garrigue Glycerine 48" dia. 3 section complete with salting out pan, pumps, etc.

Filter Presses—

- 8 Filter Presses, Iron, 18"x18", 24"x24", 30"x30", 36"x36"

Foot Press—

- 1 Houchin Aiken Foot Press

Frames—

- 150—1200# capacity—steel sides

Pumps—

- 2 Worthington Duplex Steam Pumps
- 6 Centrifugal and Rotary Iron Pumps

Plodders—

- 2—8"x10" Houchin-Aiken

Racks—

- 400 Wood Soap Drying Racks

Tanks and Kettles—

- 1—6' dia. x 10' high x $\frac{3}{4}$ " steel plate Soap Boiling Kettle with 2" closed and open coils
- 1—7' dia. x 10' high x $\frac{3}{4}$ " steel plate Soap Boiling Kettle with 2" closed and open coils
- 1—3'6" dia. x 2' 6" high x $\frac{1}{4}$ " Steel Plate jacketed open top Kettle
- 1—4'8" dia. x 3' high x $\frac{1}{4}$ " Steel Plate jacketed open top Kettle
- 2—6'6" dia. x 2' high x $\frac{3}{8}$ " Steel Plate open top Tank
- 1—5' wide x 6' long x 3" high x $\frac{3}{8}$ " Steel Plate open top Tank
- 4—4' wide x 5' long x 3'6" high x $\frac{1}{4}$ " Steel Plate open top Tank
- 1—4'6" wide x 15' long x 3' high x $\frac{3}{8}$ " Steel Plate open top Tank
- 1—5' wide x 13' long x 9'6"x1' $\frac{1}{4}$ " Steel Plate open top Tank
- 1—6' wide x 16' long x 3'6" high Steel Plate jacketed open
- 1—8' dia. x 6'x2" wood (pine) galv. iron lined open top
- 1—5' wide x 13' long x 5' high $\frac{3}{8}$ " Steel Plate open top

STEIN - BRILL CORP.

25 Church Street
New York City

FOR SALE

- 1000, 1500 and 4500 lb. Perfection Crutchers
- 2—6 Knife Chippers
- 100—600 and 1200-lb. Frames
- 6 Filter Presses, 12" to 42"
- Garrigue Glycerin Evaporator Unit Complete
- 3 and 4 Roll Stone Mills
- 4 and 5 Roll Steel Mills
- 5x7 Crystallizing Rolls
- Blanchard Nos. 10A and 14 Mills
- 4", 6", 8" and 10" Plodders
- H-A and Huber Foot Presses
- Anderson Oil Expellers
- Proctor Continuous Dryer
- 2 Bleaching Tanks Agitated
- Scouring Soap Press
- 4 Powder Mixers
- Champion Slabber
- Storage Tanks
- Amalgamator
- 4 Dopp Kettles
- Acme Remelters
- 2 Wrapping Machines

Complete Plants Bought and Sold

Consolidated Products Co., Inc.

15 Park Row, New York City

FOR SALE

Soap powder weighing, packing and sealing machines.

Iron and cypress tanks—all sizes.

Glue kettles; soap pumps.

Roller Conveyor; wooden slabber.

Power cutting table.

United soap wrapping machines.

Condon Wax wrapping machines.

24" Sperry filter press.

"Philadelphia Textile" soap powder crystalizers.

Double and single effect Swenson evaporators.

Glycerin distillation plant.

Fatty acid distillation plant.

Estate of Carl A. Lautz,
723 Ellicott Square, Buffalo, N. Y.

CLASSIFIED ADVERTISING

Chemist—Man with technical and practical experience in the manufacture of softeners, oils, soaps, and chemicals used in textile plants. Capable of assisting in control of production analysis and supervision over help. State complete record of education, experience, and salary. Box No. 139, care of SOAP.

Soap Filler—We offer powdered bentonite for prompt shipment. The ideal filling material for soaps, cleaning compounds, etc. Send for sample and prices. Acme Oil Corp., 189 N. Clark St., Chicago.

Position Wanted—By chemist who thoroughly understands the manufacture of all kinds of laundry and toilet soaps. Also the recovery and refining of glycerine. Can take full charge of manufacturing. Can furnish good references. Address H. B., Box No. 137, care of SOAP.

Sales Representative—Manufacturer of product sold to soapmakers with wide use in the soap trade, desires sales representative in Chicago or Cincinnati. Firm or individual now calling on soap trade. Product is specialty and non-competitive. Must be in close contact with the soap trade. We are not represented in this territory at present. Write full particulars to Box No. 142, care of SOAP.

Wanted—White granular soap in bulk. Manufacturer of a cleaning specialty is in the market for bulk soap in quantity. Will make contract. Quote price and give details. Will write direct for sample later. Communicate with Box 143, SOAP.

For Sale—Perfection soap crutcher just as good as new. Will sell cheap. Write for full particulars. Midland Chemical Laboratories, Inc., Dubuque, Iowa.

For Sale or Rental—Factory building for sale or rental in the Greenpoint section of Brooklyn. Fully equipped for soap manufacturers. Light and power. 50 x 110, one story building. Write to Box No. 144 care of SOAP.

Bags, Burlaps and Bagging bought and sold. L. Schwartz & Co., 303 Cherry St., New York City. Cable address—Wartzbag.

For Sale—Three-story brick factory and large steel warehouse on Penna R. R. siding, four miles from Philadelphia. Suitable for any industry. Answer Box 132, care of SOAP.

For Sale—Automatic pounding machine for quickly breaking solid caustic soda or other solids in drums. Big labor saver and eliminates dangers of hand sledging. Excellent condition. Bargain. William Schield Mfg. Co., St. Louis, Mo.

Buying Experience—Man with long experience in soap business, particularly buying, would like new permanent connection either in the East or West. Finest references. Address Box No. 141, care of SOAP.

We specialize in

Pure White CASTILE SOAP

*made exclusively from pure
olive oil*

PRIVATE BRANDS
for soapmakers and jobbers

Better and at lower cost
than you can make
it yourself

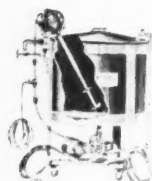
Levant Castile Soap Corp.

175 Wooster St.
New York

Write us for a sample

"HY-SPEED"

LIQUID HANDLING MACHINES
ARE USED IN THOUSANDS OF
PLANTS



Filter tank
with mixer

"Hy-Speed" Electric Filter Tank

A complete manufacturing unit. Empties barrels, mixes, filters, pumps finished liquid anywhere. 700 sq. in. filtering area. Glass coated tank, 70 gal. capacity. Portable.



Geared Type
Electric Mixer

"Hy-Speed" "Push- Pull" Mixers

Portable, clamp to any tank up to 3,000 gals. cap. Models for all mixing problems including acids.



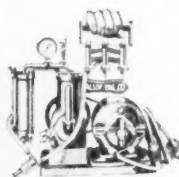
Portable Elec-
tric Pump

"Hy-Speed" Portable Electric Pump

Solid bronze—positive pressure. Empties barrels, tanks, etc., pressure release and shut-off nozzle can be supplied for filling cans, jugs, etc.

Vacuum Bottle Filler

Fastest and lowest priced. Fills all size bottles with any liquid, including acids, iodine, peroxide, etc., brass or hard rubber fittings.



Vacuum
Bottle Filler

Glass Coated Equipment

We manufacture a complete line of tanks glass coated inside and outside, up to 250 gallons in size. Square, round, open or closed models at lowest prices.

Write for complete
circulars.

ALSOP ENGINEERING CO.

47 West 63rd Street

New York City

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*"Mechling Bros.'s
Fill all Demands"*

WHY -

risk the quality of your soap with uncertain ingredients?
You can be sure of both yourself and your product by
using Mechling's Silicate of Soda.

MECHLING BROS. CHEMICAL CO.

Philadelphia, Pa.

Camden, N. J.

Boston, Mass.

SOAP PLANT ENGINEER

An Engineer, thoroughly familiar with processes, methods and equipment used in soap factories, including raw material handling and packing machinery, desires to associate himself with a progressive manufacturer, who has an opportunity for a plant or designing engineer.

The man in question has had six years of experience in the field, and is 31 years old. He has had a wide experience in designing and laying out all types of soap and allied machinery, and is well acquainted with soapmakers both in this country and abroad. These contacts have enabled him to build up an exceptionally broad view of production under varying conditions of labor and material markets, requirements of consumers, and conditions of manufacture.

Box 140, SOAP

136 Liberty Street

- - -

New York City

THE S & S TIGHT-WRAPPED PACKAGE

Manufacturers seeking a satisfactory container for soap products, will find the answer in the Stokes & Smith Tight-Wrapped Package.

This package is the ideal container for soap products, because:
It is inexpensive.

It helps to maintain the moisture content of the product.

It is proof against sifting.

It has great advertising value.

Let us send you complete details together with a sample Stokes & Smith Tight-Wrapped Package.

S & S Box-Wrapping Machines for Paper Boxes
S & S Package-Wrapping Machines for Packages

STOKES & SMITH COMPANY

Summerdale Avenue near Roosevelt Boulevard
PHILADELPHIA, U. S. A.





*We also make
dispensers*

CLIFTON LIQUID SOAP BASE

*Highly Concentrated
Sparkling Clear*

Makes a soft smooth liquid soap when dissolved in water,—and at a price so low that it will surprise you.

There is a mighty fine profit in Liquid Soap if you use Clifton Base.

CLIFTON CHEMICAL COMPANY, Inc.
244 FRONT ST. Clifton Building NEW YORK CITY

BENTONITE -

will cut soap costs without lowering quality. Not merely an inert filler, but improves lathering and detergent properties. Holds over four times its weight of water. Used up to 50%, makes a cake which is superior to soap alone in appearance, detergent and keeping qualities. In powder form, free from grit and cheap.

An ideal product to reduce costs on laundry and toilet soaps, as well as others. Used like ordinary fillers.

Send for sample to test yourself.

**Goodrich, Eshbaugh
Chemical Laboratories,
Incorporated**

35-37 West 39th St., New York

*When do you
add caustic to your
silicate?*

It makes a difference. If the caustic is added to the silicate at least 24 hours before it is poured into the crutcher, a smooth and better soap results. The finished soap will be easier on the hands of your packers.

PHILADELPHIA QUARTZ CO.

Established 1831

General Offices: Philadelphia

PIERRE LEMOINE, INC.

108 JOHN STREET

NEW YORK, N. Y.

Direct Importers of

SPANISH ESSENTIAL OILS for the SOAP INDUSTRY

Malvarosa (Rose Geranium) **Rosemary, Lavender Spike, Thyme** (Red and White)

OIL SASSAFRAS ARTIFICIAL

SOAP COMPOUNDS for HOUSEHOLD and TOILET SOAPS

Terpineol G-D

THE recent addition at our Delawanna Plant gives us the distinction of now being the largest manufacturers of Terpineol in the world.

THE new process by which our Terpineol is manufactured assures a higher degree of purity as well as uniformity of odor, and the soap manufacturer can purchase Terpineol G-D with the utmost confidence that he is purchasing a product of the highest standard and at a price consistent with good merchandising principles.

BURTON T. BUSH, Inc.
101 Fifth Avenue :: New York City

Chicago Office:
549 West Washington Blvd.

San Francisco Office:
216 Pine Street

Montreal Office:
41-43 Place d'Youville

[Also 1000 York Blvd. Toronto, Ontario]
[New Telephone Number: 462-1111]

SOAP



Its Chemical Factors

Caustic Soda - Borax - Caustic Potash
Oleic Acid - Aqua Ammonia
Oil of Myrbane

The soap manufacturing trades catering to Industrial, Household, Laundry and Toilet needs, have here, *immediately available*, adequate supplies of all chemical ingredients common to their product, in whatever its classification.

Laboratory facilities are at the disposal of our patrons—present and prospective.

 If it's a Chemical Product
Get it from Klipstein 

A. KLIPSTEIN & CO.

644-52 Greenwich St.
NEW YORK CITY

Branches:

Boston Philadelphia
Chicago Providence, R. I.
Charlotte, N. C.



Represented in Canada by
A. KLIPSTEIN & CO., Ltd.
114 St. Peter St., Montreal

